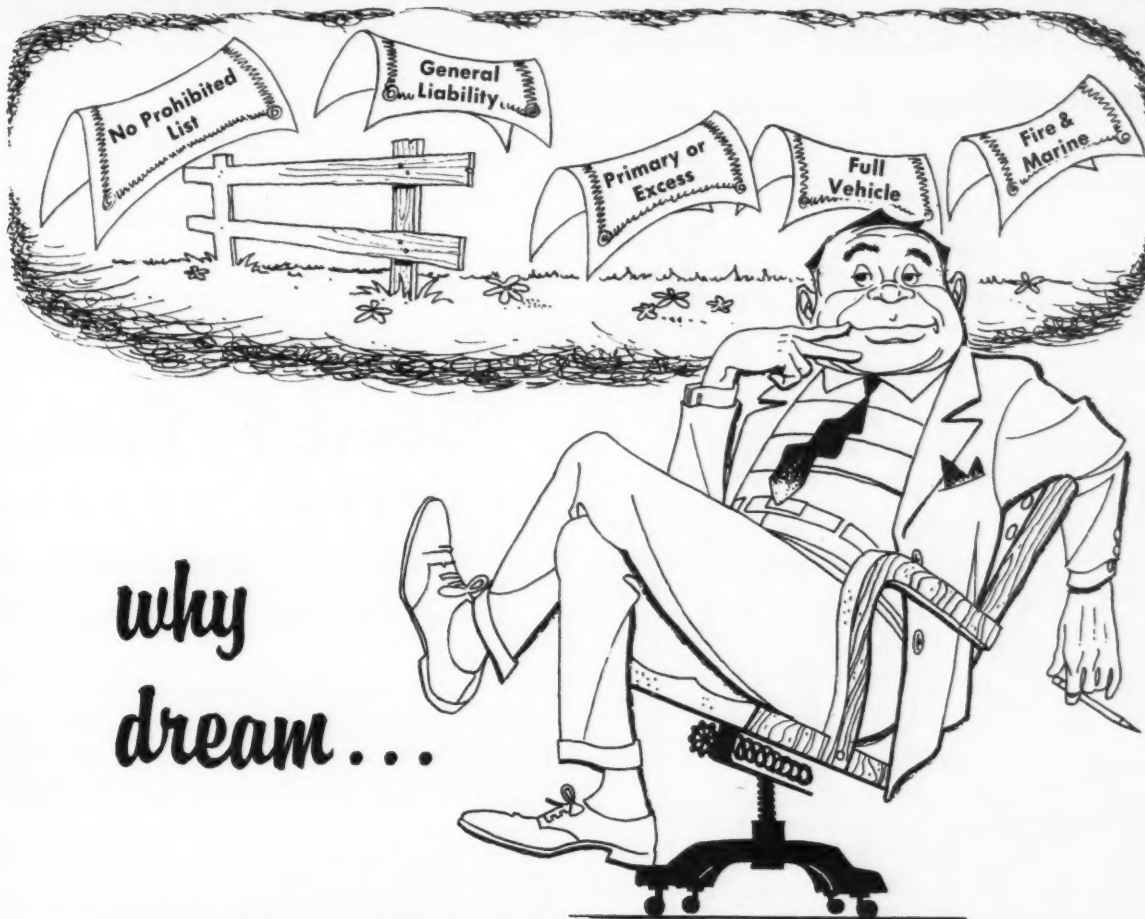


# The NATIONAL UNDERWRITER



why  
dream...

## about a STABLE market on Surplus lines

CUI offers you a STABLE market for your unusual and hard-to-place business — as hundreds of General Agents already using our service can testify.

**\$50,000,000 in Assets; \$15,000,000 in U. S. Funds**  
in addition to Recognized U. S. Trust Fund.

CUI are managing underwriters with full authority—can give you immediate competitive quotations; latest American Bureau Language policies; no prohibited list plus claim payment from our Denver offices.

Eliminate the l-o-n-g delays...overseas correspondence...the waiting that loses business and clients! WRITE TODAY for complete details on how to do more profitable business in surplus lines.



*Central Underwriters, Inc.*

916 BROADWAY, DENVER 3, COLORADO

Phone AComa 2-8696 TWX: DN524S Cable: Centwriter

## IT'S HERE...

and includes:

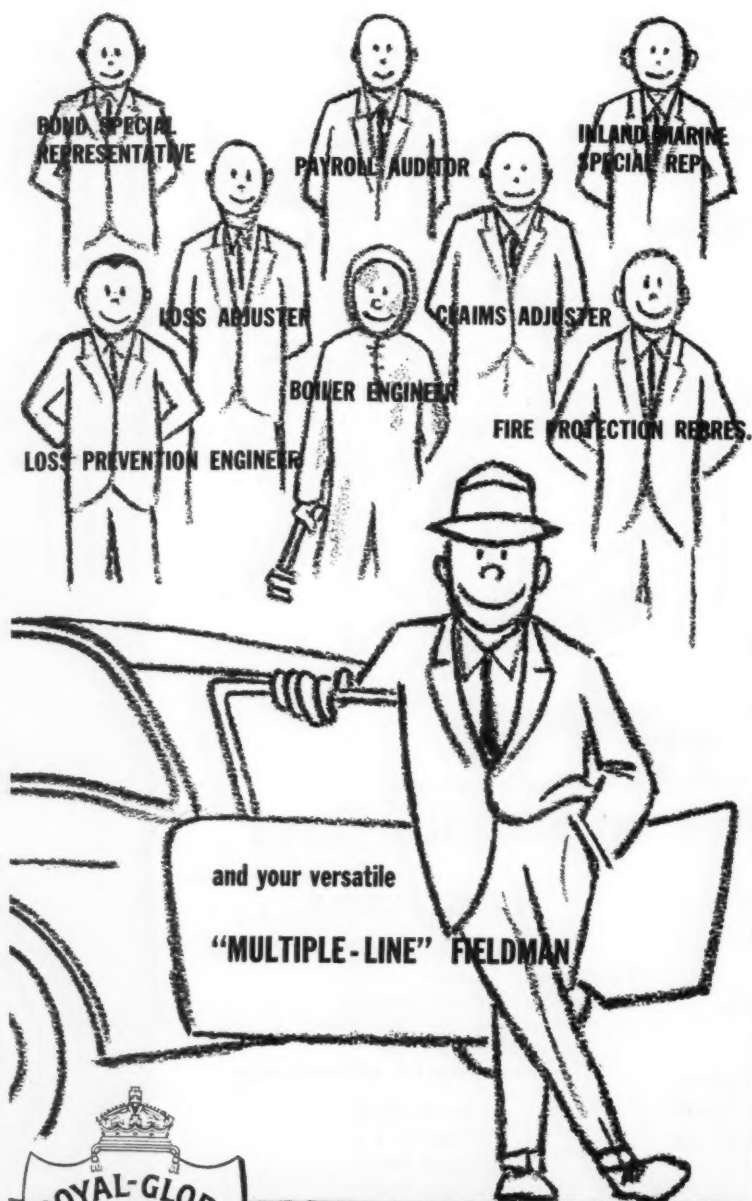
Miscellaneous Casualty  
Owners, Landlords, Tenants  
Manufacturers and Contractors  
Comprehensive General  
... with or without full vehicle coverage

Fire & Allied  
Valued U & O  
Inland Marine  
Garage Liability  
Full Coverage Auto  
Sub-standard Auto  
Taxicabs  
Drive & Haul Away  
Motorized Wheel Chairs  
Sports Cars—Including Racing  
Dealers Open Lot  
Vendors Single Interest  
—Including Conversion  
Long Haul Trucks  
Butane, Propane, Gasoline  
Retrospective Penalty Premium  
Cover—For All Type Risks  
BI & PD—Primary or Excess

THURSDAY, JUNE 27, 1957

# your **ALL-STAR NINE**

The **ROYAL-GLOBE'S** mobile production team in your area.



**CASUALTY • FIRE • MARINE • SURETY**

150 WILLIAM ST., NEW YORK 38, N. Y.

ROYAL INSURANCE COMPANY, LTD. • THE LIVERPOOL & LONDON & GLOBE INSURANCE COMPANY LTD.  
ROYAL INDEMNITY COMPANY • GLOBE INDEMNITY COMPANY • QUEEN INSURANCE COMPANY OF AMERICA  
NEWARK INSURANCE COMPANY • STAR INSURANCE COMPANY OF AMERICA • AMERICAN AND FOREIGN  
INSURANCE COMPANY • THE BRITISH & FOREIGN MARINE INSURANCE COMPANY LTD. • THAMES  
& MERSEY MARINE INSURANCE COMPANY, LTD. • VIRGINIA FIRE & MARINE INSURANCE COMPANY

*Incomparable Service*

to

*Brokers*

- ☒ Plate Glass
- ☒ Liquor Liability
- ☒ O. L. T.

**Robert P. Butts & Co.**

**GENERAL INSURANCE**

5th & Capitol Springfield, Illinois 4-3411

175 W. Jackson Blvd. Chicago, Illinois WE 9-5552



**GULF INSURANCE COMPANY  
ATLANTIC INSURANCE COMPANY**

**DALLAS**

**FIRE • CASUALTY • AUTOMOBILE • INLAND MARINE**



# The NATIONAL UNDERWRITER

The National Weekly Newspaper of Fire and Casualty Insurance

June 27, 1957  
61st Year, No. 26

## Add \$10 Million to Midwest Wind, Tornado Losses

**Fargo to Cost \$7½ Million;  
Springfield, Ill., Hutchinson,  
Kan., St. Louis Also Hit**

Tornadoes and high winds in the midwest dating from June 12 through June 21 have added another \$10 million of insurance loss to the already miserable 1957 record. The worst storm was at Fargo June 20 where a tornado produced aggregate damage of about \$10 million and an insurance bill of more than \$7,500,000.

The Fargo tornado struck the northern part of the city at 7:30 p.m. and caused extensive damage to 100 square blocks, nearly all of it residential. It is estimated there are 320 total dwelling losses, 202 losses at 75%, 308 losses at 50%, and 625 minor losses. There are another 900 household goods losses, and then three major losses, each exceeding \$500,000 and fully covered by insurance—Sacred Heart academy, a Catholic high school and the Peavey grain and feed elevator.

There are about 2,500 losses resulting from the Fargo storm, and they are aggravated by a rain which lasted for three days.

On June 21 there was a tornado at Hutchinson, Kan., which caused damage to the northern end of the town estimated at about \$200,000 as far as insurers are concerned.

The tornado and high winds at Springfield, Ill., June 14 have produced an insurance loss of about \$1½ million. There are 8,000 losses averaging approximately \$200.

Two days before that there was a windstorm with gusts up to 90 mph

(CONTINUED ON PAGE 26)

## Highlights of the Week's News

600 at Los Angeles I-Day study NAIA ad plans	Page 19
Employed disabled earn WC rate cut, set example for all	Page 15
Lumbermens Mutual of Mansfield to reinsure Ohio Mutual July 1	Page 16
Chicago brokers get second notice to pay \$25 fee	Page 17
Law group to meet in New York, London and on Atlantic Ocean	Page 20
Nationwide Mutual to sponsor television show	Page 8
World marine men to meet in Copenhagen	Page 8
America Fore dedicates new western department building	Page 28
Countrywide loss an expense ratios table	Page 27
Laughlin huris self at New York department	Page 5
Virginia agents elect Flintoff, McMurren	Page 2
Harrison heads Texas department	Page 2
Virginia commissioner reports favorably on American F&C	Page 2
Garage owners let family auto policy handle their liability	Page 4
TIAA argues against use of IM for builders' risks	Page 4

## Howell Says Cooney Figure May Run as Much as \$2 Million

The alleged misappropriation of Loyalty group funds by John R. Cooney, former president, may amount to as much as \$2 million. This was stated by Joseph Harrison, chairman of the New Jersey state law enforcement council, as it opened public hearings in Trenton into the handling of the Cooney matter by the state insurance department. The figure was given him, Mr. Harrison said, by Commissioner Charles R. Howell.

Mr. Howell indicated that he had given Mr. Harrison the estimate but said he didn't think the amount ever could be documented. There is some indication the misappropriation had been going on from 1938, he said.

Commissioner Howell told the law enforcement council he was not aware until last February of the alleged misconduct of John R. Cooney, who resigned under pressure last July as president of Loyalty group. Mr. Howell said the delay in his learning fully about the situation was due to failure of his subordinates to inform him of all the facts uncovered in an investigation by the department. Timothy Mc Nicholas, a deputy commissioner, said Warren N. Gaffney, former commissioner, knew about the matter as early as August, 1954, but did nothing about it. Benjamin B. Johnson, former deputy commissioner, testified the department did not seek quick action against Mr. Cooney because the amount of company funds he allegedly misappropriated was peanuts compared to the interest of policyholders and the company's solvency. Scheduled to be heard is James D. Broman, Wyoming examiner, who testified at a recent closed council session that he demanded last January that Loyalty's board be informed that Mr. Cooney has spent at least \$668,000.

John G. Foley, department examiner, said at the hearing that he examined Cooney expenditures in 1954 and filed a report that October. In 1955 he attended a hearing on the matter held by the New York department and attended by Mr. Cooney which developed information that indicated statements given him for his report of 1954 were not correct.

Mr. Foley testified that Edward M. Lake, assistant treasurer of Loyalty group, in 1954 told Mr. Foley that money paid John Dearden of Philadelphia, publisher of *American Underwriter*, was taken from Loyalty group's petty cash and given to Mr. Cooney while Mr. Dearden was in Mr. Cooney's office or nearby. However, Mr. Foley said that at the beginning of 1957 Mr. Lake told the following story of these transactions:

Mr. Cooney called for sums to be brought by Mr. Lake from the cashier. Travel or expense vouchers would be made up and later totaled.

However, Mr. Foley said, earlier this year Mr. Lake told a different version of these expenditures—that they were called for from the company cashier on travel or expense

(CONTINUED ON PAGE 27)

## Auto Rate Bureaus Stand Firm on Rates Approved in Conn.

NEW YORK—National Bureau of Casualty Underwriters, National Automobile Underwriters Assn. and Mutual Insurance Rating Bureau intend to continue to use the automobile insurance rates approved by the Connecticut commissioner May 14, 1957. The rates were approved by the commissioner to become effective June 19, and on the afternoon of June 18 the department, by telegram, sought to "withdraw" its previous approval.

In similarly worded replies to the insurance department, the rating organizations pointed out that the rates with supporting statistics were filed with the department, for its review, over a month before the commissioner granted his approval. During that period the filing was the subject of various conferences between the department staff and the organizations. Relying upon the approval of May 14, the organizations distributed thousands of revised rate pages for manuals used by companies and agents. The new rates, declared the organizations, are completely justified and necessary because of underwriting losses documented in the filing reviewed and approved by the department.

The organizations state that if, subsequent to such approval, the department has obtained information warranting reconsideration of its position the Connecticut law "specifies procedures to be followed." This reference is to a provision of the Connecticut statutes which states that subsequent to a department approval the commissioner can order rates revised

(CONTINUED ON PAGE 28)

The New York City editorial and business office of the National Underwriter Co. now is located at 17 John street, room 1401. The telephone number remains the same, BEekman 3-3958; the postal zone is also the same as before, zone 38.

The new location is half a block east of Broadway.

## New President of Security Describes Program for Future

**Company Will Concentrate  
in Selected Areas; Three  
Service Offices Are Closed**

Sudden changes in personnel of Security of New Haven last week, and the closing or moving of several important offices caused intense speculation among insurance people over what is ahead for the company. In response to an inquiry about these developments, President Lester Laymon of Security has wired THE NATIONAL UNDERWRITER as follows:

"The Security of New Haven, under its new management headed by Lester C. Laymon who was elected president on June 19, has undertaken a positive and constructive program to cope with the continuing operating losses which this company, like many others, is currently facing. The present management of Security, after a thorough study of operations, has activated and is developing a program which will concentrate Security's multiple line operations in selected areas of the country. All service in these areas is being strengthened and expanded to give the company's agents and policyholders the highest calibre of underwriting, claims, engineering and other services. At the same time the Security is curtailing and consolidating its operations in areas with prohibitive operating costs and where the business has been unprofitable over a period of time with no indication of immediate improvement. In line with this program, the Cleveland office has been closed, the services provided by the New York City office have been transferred to New Haven, and the Chicago services have been moved to the Rockford, Ill., office.

"The Security will continue its nationwide operations in all states where it is licensed, even though certain field offices will be closed."

Progress of this program will be reported in future issues.

## Late News Bulletins...

### Fundless FFIA Is Dead Duck

WASHINGTON—Failure by Congress to appropriate funds for implementing its program has killed the Federal Flood Indemnity Administration. It will close up shop June 30. Contrary to earlier plans, no further request for funds will be made at this session. According to official sources, there is no present likelihood FFIA will be revived, although the operating program so far developed will be put before Congress next year.

### Alabama Rejects Compulsory Bill

A bill which would have given Alabama a compulsory automobile liability insurance law has been killed by a unanimous vote of the house state administration committee. The measure was vigorously opposed by insurance interests who contended that the fact that only two states—Massachusetts and New York—have compulsory auto is indicative of its fallacies. Three states actually have such a law, North Carolina having recently enacted compulsory auto.

## Harrison Heads Texas Department

AUSTIN—With dramatic effectiveness born of necessity, the new Texas board of insurance became a reality June 21, and immediately appointed William A. Harrison, first assistant state auditor for 10 years, as the new administrative commissioner of insurance.

The action came less than two hours after Penn J. Jackson, former district judge of Cleburne, was sworn in as chairman for a six-year term and joined Joe P. Gibbs of Seguin, hold-over member, who will fill a two-year term. The third appointed member of the new board, David B. Irons of Fort Worth, now on assignment with the Department of Justice in Washington, is expected to take office July 1 for four years.

Until last mid-week the general plan was to operate under an interim arrangement, but at the time Will Wilson, attorney-general, ruled in substance that the board could not function fully without the new commissioner. So, after some long distance negotiations with Gov. Daniel in Washington, it was decided to accept the resignations of Chairman John Osorio and Commissioner Mark Wentz, effective immediately, and to have Judge Jackson installed so as to set up a working quorum.

Commissioner Harrison, 47 years old, is well versed in problems of insurance regulation, having worked with the department in its extensive auditing duties. Early this year he worked with legislative committees investigating the failure of the ICT and still

earlier with the probe of the U. S. Trust & Guaranty. Prior to serving in the auditing department he had worked for 10 years in the state treasury department and, after three years in the army, he had been a certified public accountant in San Antonio and Austin.

Mr. Harrison, whose appointment is until Sept. 1, "or such prior date as his successor has been appointed and qualified," must serve until Sept. 1 without pay, after which the appropriated salary will be \$20,000 a year. His temporary appointment is regarded as giving him the "inside track" on the permanent post.

Chairman Jackson has announced that the board's next problem will be to set up rules of procedure under the new law, which places on the new commissioner the responsibility of administering, enforcing and carrying out the code's provisions. Mr. Jackson also said that the board's present employees will be retained adding in part: "I favor going on as we are until we work things out."

Another major job is the relicensing of more than 55 Texas companies that failed to meet requirements by the May 31 deadline. Still awaiting approval of other action are the licenses of 26 legal reserve life companies and 25 to 30 burial associations and mutual assessment concerns.

### Error in Standard Accident Listing

In the Treasury Department list of insurers qualified to furnish bonds with the U. S. government, as printed in last week's issue, the 1957 underwriting limitation for any one risk for Standard Accident was incorrectly shown to be \$1,156,000. The correct figure should have been \$3,360,000.

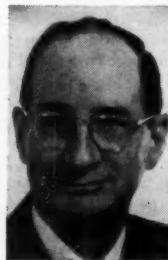
## Va. Agents Elect Flintoff, McMurran at Roanoke Annual

Charles M. Flintoff was elected president of Virginia Assn. of Insurance Agents at the annual meeting June 16-18 in Roanoke. Vice-president of Suffolk Ins. Corp. of Suffolk, he succeeds Giles M. Robertson of Richmond, who was elected a director.

G. Keith McMurran, Newport News, was elected vice-president, and



C. M. Flintoff



Giles M. Robertson

Hugh H. Coiner, Arlington, secretary-treasurer. J. Victor Arthur, Winchester, was reelected state national director.

Elected directors along with Mr. Robertson were Richard L. Beale, Bowling Green; William Rueger III, Norfolk; William R. Walker, Richmond; Worthington Romaine, Petersburg; Richard F. Burke, Lynchburg; Julian Rutherford Jr., Roanoke; Julian Souder, Charlottesville; John G. Goodwin, Winchester; Jay C. Litts, Norfolk, and Kenneth D. Ashton, Arlington.

The first day of the meeting was devoted to a directors' conference, followed by a dinner honoring past presidents and their wives.

At the opening general session on Monday morning, an attending audience of more than 400, heard Robert E. Battles, Los Angeles, president of the national association, outline its accomplishments and the benefits of being a member. Henry L. Brown, vice-president of Doremus & Co., New York advertising firm, then discussed the new NAIA countrywide advertising program.

During the afternoon session, L. Vaughan Grady, Chicago vice-president of Home, told the meeting that it was time for the local agent to get out of his office and take his product to the buying public, if he and the American agency system are to survive. "The future of the independent agent and the course which the organization stock companies will follow will rest in the hands of the agents themselves," he said.

Discussing rate and form deviations, he said the advantages they offer are but temporary. "They are of value only as long as they are exclusive. If, in the meantime, we were to decide that you had definitely indicated by the volume of business you were placing in such markets that was your choice . . . sooner or later we would be obliged to follow suit." Having done that, he continued, it would only be a matter of time until some company would come up with still a lower rate based on a greater reduction in commissions. The agency system could not long survive in the fiction created by such a program, and reduced rates stemming from reduced commissions would soon rub agents

and the system out of existence, he said.

Following Mr. Grady, R. Newell Lusby, vice-president of America Fore, spoke on "The Uninsured Motorist." He made a strong appeal for the use of the family protection endorsement as a means of checking the swing toward compulsory automobile liability or any form of an unsatisfied claim and judgment fund. He said that neither compulsory auto nor UJF has gotten to the heart of traffic problems, namely, the education of drivers and safety on the highways. Compulsory auto must necessarily be less broad in coverage than what the business offers, he said, and ultimately leads to a socialistic state fund—in competition with private insurers.

T. Nelson Parker, insurance commissioner of Virginia, discussed trends in insurance on Tuesday.

Awards were presented to outstanding members of the association at the Tuesday evening dinner concluding the meeting. J. Norvell Trice, Richmond, received the past presidents award and Don L. Bauman, Arlington, the Virginia Fire Field Club award and the Maryland Casualty award. Northern Virginia Assn. won the B. P. Carter cup for outstanding community and insurance business service for the second straight year.

## Va. Commissioner Reports Favorably On American F.&C.

Commissioner Parker of Virginia has released his report of the examination of American Fidelity & Casualty. It confirms that the company was in sound financial condition at the terminal date of examination, March 31, 1955.

The report was subscribed by representatives of five of the six zones of National Assn. of Insurance Commissioners participating in the examination.

T. Coleman Andrews, chairman and president of the company, in a letter to stockholders, said that company was found to have a policyholders surplus of \$8,718,842, which rose to \$10,351,497 at the end of last year, after giving effect to the financial adjustments made in the examination report.

According to the report, the company management was changed in mid-1955 in accordance with corrective determinations made by the insurance commissioners.

It was pointed out that the reorganization followed disclosure of practices on the part of former officers and directors that resulted in the filing of annual statements that overstated the company's financial condition. Mr. Andrews explained in reports to stockholders in 1955 and 1956 that the principal practice involved deferral of the recording of certain claims until they were paid.

## Wolsfeld Heads Midwest GAs of Mutual of Omaha

J. J. Wolsfeld, Mason City, Ia., was elected president of Midwest General Agents Assn. of Mutual Benefit H.&A. and United Benefit Life, at the annual meeting of the group recently at Rockton, Ill. He succeeds William Tarpenn of Shenandoah, Ia. Other new officers include R. D. Marcotte, Omaha, vice-president, and Chester C. Elson, Des Moines, secretary-treasurer. John Van Bloom, Lincoln, Neb., was elected to the advisory board of National General Agents Assn.

## Insurance and Reinsurance

for experienced attention

USE A *Stewart-Smith* OFFICE

CHICAGO, Illinois.....Board of Trade Bldg.  
NEW YORK, N. Y.....116 John Street  
PHILADELPHIA, Pa.....Public Ledger Bldg.  
BIRMINGHAM, Ala.....Frank Nelson Bldg.  
MONTREAL, Que., Canada.....Sun Life Bldg.  
TORONTO, Ont., Canada.....897 Bay Street  
VANCOUVER, B. C., Canada 629-470 Granville Street  
LONDON E.C. 3, England.....1 Seething Lane



For Brokers • Agents • Companies  
always at your service  
AROUND THE CLOCK



# VACATION TIME— ACCIDENT TIME!

*Should Misfortune Occur While on a Visit to Michigan—  
May We Serve Your Policyholder?*



## MICHIGAN CLAIM SERVICE, INC.

C. C. SHOTWELL  
MGR. SOUTHEASTERN DIVISION

JOHN I. FLES  
MGR. FIRE DIVISION

T. M. KELLY  
MGR. CASUALTY DIVISION

Automobile, Fire, General Casualty, Yachts, Marine

R. J. YOUNG, PRESIDENT AND GENERAL MANAGER

### Home Office

118 W. ST. JOSEPH ST.  
P. O. BOX 1380  
LANSING, MICHIGAN  
IVANHOE 5 9473

Claim service is provided for all of Michigan, Northern Indiana, Northwestern Ohio and Northeastern Wisconsin. For cities and areas not specifically mentioned, please refer to nearest office listed.

*"Just service - but fast"*

Note: EMERGENCY Off-hour Phone—  
Lansing IVanhoe 5-9473

This number may be called for entire State of Michigan if unable to reach an area or local adjuster.

### BRANCH OFFICES

#### Battle Creek—

5-6 Kirby Bldg.  
9 W. Michigan Ave.  
Day Phone—WWoodward 2-5489  
Nite Phone—WWoodward 3-1043

#### Benton Harbor—

208 Benton Harbor State Bank Bldg.  
Day Phone—WAlnut 5-1111  
Nite Phone—St. Joseph YUkon 3-1192

#### Detroit—

18067 James Couzens Highway  
Day Phone—DIamond 1-1733  
Nite Phone—KENwood 3-3091

#### Escanaba—

920 Ludington St.  
Day Phone—4515  
Nite Phone—GLadstone 9-801

#### Flint—

211 Capitol Theatre Bldg.  
Day Phone—CEDar 2-0174  
Nite Phone—SUNset 7-0249

#### Gaylord—

Box 141, Chamber of Commerce Bldg.  
Day Phone—6511  
Nite Phone—5131

#### Grand Rapids—

45 Federal Square Bldg.  
Day Phone—GLEndale 6-7151  
Nite Phone—CHerry 3-6049

#### Jackson—

1626 E. Michigan Ave.  
Day Phone—STate 4-0543  
Nite Phone—STate 3-9694

#### Kalamazoo—

211 W. S. Dewing Bldg.  
Day Phone—FIreside 3-5559  
Nite Phone—FIreside 3-5098

#### Lansing—

617 S. Capitol Avenue  
P.O. Box 276  
Day Phone—IVanhoe 5-9473  
Nite Phone—EDgewood 2-3302

#### Monroe—

Box 562, 19 E. First St.  
Day Phone—CHerry 1-7110  
Nite Phone—CHerry 1-1699

#### Muskegon—

301 Michigan Theatre Bldg.  
Day Phone—6-2196  
Nite Phone—Grand Haven 1422R

#### Saginaw—

1731 N. Michigan Ave.  
Day Phone—PLEasant 5-5335  
Nite Phone—PLEasant 3-6310



## Garage Owners Let Family Auto Policy Handle Their Liability

INDIANAPOLIS—A few garage owners are cancelling their garage keepers legal liability policies on renewal because they feel a substantial proportion of car owners have the family auto policy which makes the garage an insured, accord-

ing to William A. Rodda, secretary of the Transportation Insurance Rating Bureau, speaking before a luncheon gathering sponsored by Indiana chapter of CPCU. About 200 insurance people turned out to hear Mr. Rodda, who is author of two books and numerous articles on fire protection, inland marine insurance, safety, and various lines of fire and property insurance.

Mr. Rodda pointed out that garage keepers legal liability is sold primarily to protect against the catastrophe hazard, where many cars may be destroyed in a fire for which the garage

owner may be liable. The new family auto policy makes anyone who has custody of the car an insured, and some producers and garage owners feel this nullifies the need for the garage keepers legal liability since the insurance company would give up its subrogation rights under the policy. Mr. Rodda declared that "about 90%" of the cars in the garage would have the family auto policy, which would cover a great part of any loss. Of course, there would still be collision claims, but coming one at a time, the garages feel they can be met as a normal operating expense. Mr. Rodda cited the experience of one Chicago garage that surveyed the people who regularly parked there, found that practically all of them carried a family auto policy, and thus dropped its policy. He said that this situation has apparently been overlooked, and was brought to his attention by a Chicago lawyer.

This over-lapping between the two policies was revealed as a sidelight in Mr. Rodda's talk, which traced the running battle over whether or not a common carrier is entitled to benefits under a property owner's policy, particularly with regard to goods in transit. Putting it another way, Mr. Rodda summarized the problem with the question, "How much insurance should be handed out to people who don't pay for it?"

The battle has been going on for more than 100 years, with the carriers seeking indemnity under owners' policies, and the insurance companies seeking to prevent it. Originally it was chiefly an ocean marine and inland marine problem, but with the advent of modern multiple peril policies, it has become a problem of almost every company. The commercial property coverage, industrial property coverage, office contents special form, and other new policies involve insurance on goods in transit, and the discussion even extends to the family auto policy.

Quite logically, the carriers do not want to pay unnecessary claims, and more than century ago inserted in their bills of lading that they should have the benefit of the shipper's insurance. Insurance companies have fought this in several ways, their battle being spurred on by the fact that rates on transit coverage are extremely low and are not intended to cover losses for which the carrier is liable. An act of congress in 1936, the carriage of goods by sea act, held that carriers may restrict their liability, but may not contract it away. This applied only to foreign shipping. A supreme court decision held that the railroad couldn't have the benefit of the shipper's insurance since it was a violation of the interstate commerce act. But these rulings were limited in application, and insurance companies have sought other means of having to pay large sums for a carrier's negligence.

One counter move by the insurance companies has been the "no benefit to bailee" clause, originally a marine clause, but now found in the multiple peril contracts. This clause means that the insurance does not benefit a common carrier.

Another move by the insurance company was the issuance of loan receipts instead of a direct loss payment. Under this procedure, the insurance company protects its subrogation rights by loaning the payment to the shipper, then going to court (in the name of the shipper) to try to collect from the carrier. Courts have upheld the validity of the loan receipt.

## TIAA Argues Against Use of Inland Marine for Builders' Risks

The Texas department at a hearing last week requested by Texas Insurance Advisory Assn., heard arguments by TIAA representatives that department order 143 allowing the writing of builders' risk coverage under inland marine violates the Texas code. William C. Thompson, attorney for TIAA, said builders' risks had been written according to fire insurance rates since 1927.

Norris Parker, manager of TIAA, said the effect is to place buildings under inland marine; the writing of this risk as IM can lead to inadequate rates or excessive rates. He asserted that builder's risk coverage belongs under fire forms.

A. R. Buchel, Gulf, said builder's risk is not inland marine, but Herman Jones of Associated General Contractors said his group is pleased with the coverage it had been getting since board order 143 was issued. Contractors can cover their buildings under one policy, he said.

D. L. Anderson of Houston, chairman of the rates and forms committee of Texas Assn. of Insurance Agents, said the agents are happy with order 143 because it eliminates detail work. He suggested the companies change their method to meet the revolution in building operations, stressing that values on materials a contractor uses fluctuate. He said the use of IM for builders' risk gives the contractor needed automatic coverage, provides for flexible stock values, offers the advantage of multiple locations and eliminates clerical work.

John J. Terrell of Texas Home Builders Assn., said there is a definite need for the coverage provided under the inland marine form.

Mr. Parker said the use of IM places an onerous burden on the companies which cannot know the values they are covering.

When Texas ruling 143 was issued, Inland Marine Underwriters Assn.

(CONTINUED ON PAGE 26)

## Hartford Fire Opens New Omaha Offices

Hartford Fire group is consolidating the offices of its companies in Omaha. Hartford Fire and Hartford Accident have moved into new quarters at 3801 Harney street. The other companies of the group are slated to relocate there by Jan. 1, 1958.

The combined offices will occupy the entire second floor of the city's newest and most modern office building.

Operations of Hartford Fire will be handled by Special Agents Wesley E. Bayley and C. E. Hedstrom. Robert L. Snediker, former special agent in Lincoln, and more recently assistant superintendent of the Kansas City fidelity and surety department, has been named Omaha manager of Hartford Accident.

## Inter-State Named GA

Interstate of Warren, O., has been appointed managing general agents in Ohio and Michigan for General Security and in Michigan for Unity Fire. C. L. Roderick has been named supervisor for the Inter-State casualty department.

## GENERAL AGENT OPPORTUNITY

### CAN YOU PROSPECT?

Do your prospects come directly from your own effort, ability and imagination and not from office leads, your supervisor, your manager?

Can you show others "how to"?

### CAN YOU TELL A CONVINCING SALES STORY?

If you're doing well right now with what you've got, you'll do better with our proven competitive merchandising plans featuring dismemberment—lifetime income—top value income settlement option—and the premium payment plan of the future, Check-O-Matic.

Can you inspire and show others "how to"?

### CAN YOU COMPETE?

Do you enjoy competing with others? More important, do you compete with yourself?

Can you instill this spirit in others?

### DO YOU REALLY WANT TO EARN MORE MONEY?

Do you want to earn top present and future dollars for your own personal "know how" and for your ability to show others "how to"?

### HERE'S YOUR ANSWER!

Highest lifetime service fee in the business to adequately compensate the career underwriter—fully vested renewals for 9 years—top 1st year commission on par and non-par policies—agency office allowance—non-contributory pension plan—operating capital for new agents.

Write, Wire, Phone  
FREDERICK E. JONES, President  
HOWARD W. KRAFT, Vice President  
and Director of Agencies

**THE OHIO STATE LIFE**  
*Insurance Company*  
COLUMBUS 15, OHIO

Licensed in: Arizona, California, Delaware, D.C., Illinois, Indiana, Iowa, Kentucky, Maryland, Michigan, Minnesota, Missouri, N. Carolina, Ohio, Pennsylvania, Texas, Virginia and West Virginia.

American Casualty helps you cash in on the big market for

## Professional Liability

Insurance

FOR:  
Accountants  
Barbers  
Beauty Salons  
Dentists

Doctors  
Druggists  
Insurance Agents  
Lawyers  
Morticians

Nurses  
Opticians  
Optometrists  
Pharmacists  
Veterinarians

Write A. F. Seelig, V.P., Reading, Pa.

**AMERICAN CASUALTY**

COAST-TO-COAST BRANCH OFFICE SERVICE



## L. Laughlin Hurls Self at New York Department

WASHINGTON—The New York department was criticized by Federal Trade Commission examiner Laughlin for failing to regulate A&S advertising of Commercial Travelers Mutual Accident Association of Utica, which sells A&S by mail countrywide, though licensed only in New York. Mr. Laughlin, in ordering the association to stop making what he termed false claims for its advertising, said because of New York's failure to regulate the company's advertising the FTC "must step into this void." Mr. Laughlin has been taking the position that FTC lacks jurisdiction where the states are actually exercising control over A&S.

Mr. Laughlin said he found that Utica Commercial Travelers had "falsely advertised" its policy benefits in "major New York newspapers and magazines" despite the fact that for nearly 10 years the New York department has had the power to approve advertising before its use. "Apparently nothing has been done to date," Mr. Laughlin commented. Like all FTC orders by examiners, this one is not final until acted upon by the commission itself.

"If the state of New York, with its vast resources and its immense insurance department, cannot and does not regulate the unfair or deceptive acts of insurers who owe their very corporate life to it, it can scarcely be expected that the lesser states can accomplish anything by similar acts and powers," Mr. Laughlin continued. The gist of his order was that the advertising played up benefits and coverage and said too little about exceptions and limitations.

### HOLZ HITS BACK

NEW YORK—Although the advertising that FTC examiner Laughlin criticized was all used before the present state administration took office, Insurance Superintendent Holz of New York spoke out sharply in defense of the department's standards of regulation and expressed confidence that FTC commissioners and/or the courts would refute Mr. Laughlin's criticisms.

Though he said his usual custom is to withhold comment on such matters until they have gone through to a final determination, Mr. Holz said he has been beset by the press for comments and would make this statement.

"The determination of the examiner is at best preliminary. It must necessarily have majority approval of the entire commission before a ruling becomes definitive. I do not believe that any of its members have had an opportunity as yet to digest the report or to scrutinize the record on which it is based. A thorough study thereof must take a considerable amount of time. And I shall say nothing now which may in any way embarrass the commissioners, nor impede them in their objective appraisal of that record. Moreover, I am not of a mind to engage in any newspaper controversy with the well-intentioned examiner over the conclusions, which in my opinion are not only unsupported by that record but in fact, are negated by that record.

"My department finds justification for its own actions from its long record of consistent and constant surveillance over advertising practices of its licensed insurance companies (wherever

they may function), from New York State's strong laws regulating all facets of insurance conduct, and from the practical application of its rules, regulations and laws to those activities and conduct. No further words are needed to defend New York's unblemished reputation in that regard. And the testimony before the examiner amply supports this statement. The quality of New York State supervision has never before been the subject of dispute—a supervision which now re-

ceives accolades from all parts of this nation.

"This administrative ruling in the first stage of administrative procedure will not in any way affect the continuous serious and careful scrutiny given by my office to every phase of insurance activity—including the assessment of the fairness and truthfulness of companies advertisements, all within the ambit of proper and constitutional limits, having due regard to the American abhorrence to pre-censorship.

"It would not be consistent with my

determination not to engage in an extra-jurisdictional dispute to point up at this time the variance of the testimony on this subject given by members of my staff, with the conclusions arrived at by the examiner. Final determination of that difference will properly be left to the appropriate tribunal.

"The examiner's conclusion herein was apparently reached without serious reference to whether the Federal Trade Commission even has basic jurisdiction to make a decision herein—

(CONTINUED ON PAGE 26)

## America Fore Agents reap the benefits of effective advertising

"Please let us take this opportunity to compliment your organization in the highest terms for your current national magazine advertising. We think that this type of advertising by leaders in the insurance business, praising the local agents of the American Agency System, is the finest type of insurance advertising that has come to our attention."

T. Q. Winkler  
Winkler & Company, Inc.  
New Orleans, Louisiana



## Best Man For You Too!

Your Local Independent Insurance Agent.

As a member of your community, he is nearby to give you professional insurance advice and help you in many ways should you have a loss.

**America Fore**  
INSURANCE GROUP

★ The Continental Insurance Company  
★ Niagara Fire Insurance Company

★ Fidelity-Phenix Fire Insurance Company  
★ The Fidelity and Casualty Company of New York

This timely AMERICA FORE advertisement can be seen currently in these leading publications...

★ THE SATURDAY EVENING POST ★ LIFE ★ TIME ★ NATIONAL GEOGRAPHIC  
★ FORTUNE ★ NEWSWEEK ★ READER'S DIGEST

## National Casualty Enters Guaranteed Renewable A&S Field

National Casualty is expanding its individual A&S insurance facilities to include a new line of guaranteed renewable disability and hospital-surgical policies.

All of the guaranteed renewable policies are renewable at the option of the insured to age 65. The company reserves the right to adjust renewal premium rates on a particular category or class but not on an individual basis. The company cannot waive or otherwise alter coverage.

The guaranteed renewable A&S policy is designed for employed male risks only between the ages of 16 to 59. Two plans are offered, both with five years of monthly accident benefits for total disability while one or two years of monthly sickness benefits may be selected. Sickness benefits for total disability do not require house confinement. The policy provides first day accident benefits, if desired, and sickness coverage can be written with elimination periods of from 14 to 90 days. Accidental death benefits are included.

Two plans of guaranteed renewable hospital coverage are offered—individual and family. Men and women between the ages of 18 to 59 years, inclusive, may apply for both policies, and children from one month to 17 years, inclusive, may be insured under the family policy. Both hospital policies offer varying plans of daily benefits up to \$15 payable up to 120 days for any one accident or sickness. Miscellaneous benefits range up to 15 times the daily benefit on an unallocated basis. Accident out-patient hos-

pital benefits are payable up to five times the daily benefit.

Both policies offer nurse service expense benefits for 30 days, and maternity expense benefits are payable only under the family policy for confinement up to 10 times the daily benefit. Double benefits are offered for twins or multiple birth.

A surgical expense benefit is offered with both hospital policies on an optional coverage rider basis. Three schedules are offered and benefits are payable for operations performed in or out of the hospital.

## John Cosgrove Joins Standard Accident in Charge of Advertising

Standard Accident and Planet have appointed John N. Cosgrove as executive secretary in charge of advertising and publicity.

Mr. Cosgrove, after completing studies at New York university school of journalism, served as a sports reporter with the Brooklyn Eagle and the New York Times before leaving the newspaper field to enter insurance. He was in the reinsurance business and was New York state agent for Eagle Star, eventually becoming special agent for American in New Jersey.

In 1945, Mr. Cosgrove became editor of the American Agency Bulletin, the publication of National Assn. of Insurance Agents, later joining the insurance editorial staff of the New York Journal of Commerce.

He rejoined American in 1947 as public relations director, rising to assistant vice-president in charge of sales promotion and advertising in 1955.

## Propose Changes in Cal. WC Rules, Rates; Plan Hearings July 15, 17

A series of proposed changes in the California workmen's compensation manual rules and rates has been submitted to Commissioner McConnell. Hearings on the proposals will be held in San Francisco July 15 and in Los Angeles July 17.

The changes include a general revision of minimum rates, to include a change in the over-all rate level and changes in the relativity of rates for individual classifications, applicable to new and renewal policies, effective about Oct. 1, 1957. A revision of rating values of the experience rating plan is also recommended to be effective the same date.

The bureau explains that due to anticipated increased benefits no specific manual rates or experience rating plan values by individual classification are recommended.

An average increase in WC rates of 8.1% would be required to reflect increased benefits provided for in recent legislation and an average increase of 2% would be necessary to reflect increased medical fees, it is noted. These increases, when combined with a reduction in rate level, based on the latest premium and loss experience figures, will produce an over-all increase in rates of 6.7%.

Other proposals include:

An increase effective about Oct. 1 in rates applicable to outstanding policies by a percentage equivalent to that to be applicable to new and renewal policies, except that the increase shall not apply to pneumoconiosis surcharge rates nor to per-capita or per-team rates for firemen, police deputies,

jockey-per race classifications and athletic teams;

Amendment of aircraft operation rules to eliminate the division of payroll of members of flying crews between flying and non-flying classifications and to provide for assignment of the entire remuneration for such persons to flying classifications;

Amendments and new classifications, including definitive language and rules for various classifications;

Amendment of the general rules for experience rating to include detailed standards for determining materiality of changes in management; clarify application of the rule referring to identical ownership and combination of experience; exclude domestic service classifications from experience rating, and provide that subrogation cases shall be included for rating when there is complete recovery of losses but not of allocated claim expense incurred in the recovery;

Continuation of current expense provisions of 40.35%.

## Senate Gets A&S Plan for Federal Employees

A bill proposing a health insurance program for practically all federal employees, embracing both basic and major medical, has been introduced in the Senate. A companion bill is expected to be introduced in the House shortly.

The Senate measure was introduced by Sen. Odin Johnston, chairman of the post office and civil service committee, who said indications for hearings this year on the bill in the Senate are remote. Plans for the measure in the House are not yet determined.

Under terms of the bill, SB 2339, the government would pay one-third of premiums of both the major medical and basic coverages. This would be limited on basic coverage to no more than 50 cents biweekly per single employee or no more than \$1.50 biweekly if married with dependents. For major medical a flat payment of one-third amounting to 12.5 cents biweekly for single employees and 37.5 cents biweekly for employees with dependents. The employees' contribution would be made through payroll deductions.

Major medical insurance would pay 75% of the covered hospital expenses after the first 70 days, and 75% of all covered medical costs not paid for by basic coverage except the first \$100 of such costs and surgical charges up to an amount set by Civil Service Commission for a particular operation. Benefits under the major medical would be limited to a lifetime maximum of \$10,000 and a calendar year maximum of \$5,000, after benefits of \$1,000 had been paid reinstatement of the \$10,000 maximum is provided if he is completely recovered.

Insurance Women of San Antonio at the June meeting honored their past president, Mrs. Jewelle Conner, the current president, presided as eight past presidents were feted.

**MIDWEST DEP'T. MANAGER**—Fire and Casualty—emphasis on Fire. Take over and supervise existing agency plant—state and special agents. **\$10,000**

**FIDELITY AND SURETY SPECIAL AGENT**—Northern Indiana—stock company—must have had successful record of production in state and minimum five years experience. **\$7,500**

Call or write  
**CADILLAC EMPLOYMENT AGENCY**  
220 South State St. **WAbash**  
Chicago, Ill. **2-4800**



... WHEN WE SAY

*The Insurance Agent is a Good Man to Know!*



**Ohio Farmers Companies**

OHIO FARMERS INSURANCE COMPANY • Chartered 1848  
OHIO FARMERS INDEMNITY COMPANY

**Le Roy, Ohio**

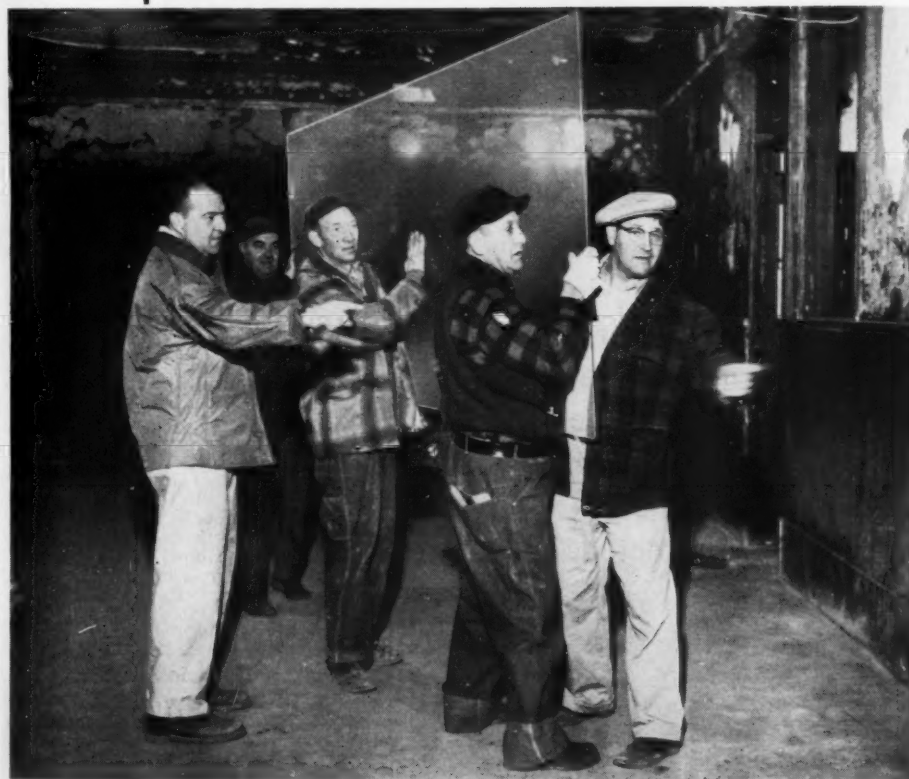
EASTERN DEPARTMENT, Philadelphia • • • PACIFIC COAST DEPARTMENT, Los Angeles



*After the recent Chicago City Hall Fire! . . .*

# American Glass

**WAS FIRST  
ON THE JOB!**



Being first on the job is a habit with American. And, it is because of this kind of service that more and more brokers and underwriters are using American for glass replacement work.

The recent City Hall fire is just an example. American responded within minutes. We are particularly proud that our efforts were commended by the Mayor.

Your insureds have the right to expect fast, dependable service. Our aim is to serve them well and keep them happy.

**MOhawk 4-1100**

**Normand Beris, President**

*American Glass Company*  
1030-42 NORTH BRANCH STREET · CHICAGO

## Nationwide Mutual to Sponsor Popular Television Show

Nationwide Mutual has purchased the television rights to the comedy film series, "I Remember Mama," and beginning in October, will sponsor the show on approximately 35 TV stations in its 13-state operating territory. The series will include a minimum of 16 new films, in addition to repeats of the

popular episodes shown previously.

"I Remember Mama," concerns the experiences of a Scandinavian immigrant family in the midwest during World War I. "Mama" represents the first major TV sponsorship by Nationwide Mutual. The half-hour series will appear on weekday nights, with exact dates and time to be announced later. States which will be included in the telecast are: Pennsylvania, New York, Ohio, Connecticut, West Virginia, Virginia, D. C., Maryland, Vermont, Rhode Island, North Carolina, South Carolina, New Jersey and Delaware.

## World Marine Men to Meet in Sept. in Copenhagen

The American delegation to the 1957 meeting of the International Union of Marine Insurance in September in Copenhagen will be led by Percy Chubb II, president of Federal and of American Institute of Marine Underwriters. Other delegates are Madoe M. Pease of North British,

Miles F. York of Atlantic Mutual and Carl E. McDowell of the institute.

Mr. Pease will report on insurance aspects of off-shore oil drilling operations in the U. S.

Owen E. Barker of Appleton & Cox, member of the executive committee of the union, will comment on recent developments in maritime safety, and Harold Jackson of Wm. H. McGee & Co. and chairman of its cargo loss prevention committee, will report on that topic.

The right of insured to freedom of placing maritime insurance in the international market will be discussed by the chairman of the committee on that subject, John T. Byrne of Talbot, Bird & Co. Frank B. Zeller of Royal will report on the problem of clean bills of lading.

Reports from delegations of other national marine insurance markets will include discussion of hull business in general, insurance on super-tankers, shipbuilding risks, extent of coverage on cargo after discharge from ocean vessels, insurance aspects of nuclear fission, carriers' liability, St. Lawrence river marine casualties, fire prevention and protection aboard ships, and a comparative study of the wording of marine clauses used in various national markets.

Danish Marine Insurance Assn. will be host at the meeting. Among social events to be sponsored by delegations will be several luncheons, receptions and dinners, including a cocktail party for delegates and their ladies at the Hotel d'Angleterre Sept. 3 to be sponsored by the institute.

## Wilson Heads Northwest Office of United F.&C.

A. L. Wilson has been appointed resident vice-president of United Fire & Casualty in charge of the Pacific northwest division effective July 1. He has been assistant secretary at the home office in Cedar Rapids since 1955. Mr. Wilson was with Pioneer National Casualty for 13 years before joining United F.&C. in 1948. His new headquarters will be at Seattle.

## Pountain Joins Cimarron as Northwest Manager

Melvin D. Pountain has been named northwest manager of Cimarron to succeed Theodore Cooper, who has resigned to go into the local agency business at Bellingham. Mr. Cooper is joining James F. Bolster and their agency will be known as Bolster & Cooper.

Mr. Pountain has been special agent at Seattle for Phoenix of London.

## Minnesota CPCUs Elect

New officers of Minnesota chapter of CPCU were elected at the annual meeting this month. President is E. N. Krapu, Northern States agency; vice-president, John H. S. Jamieson, Anchor Casualty; secretary, Joseph J. Joyce, American Hardware Mutual, and treasurer, Robert E. Armstrong, State Farm Mutual.

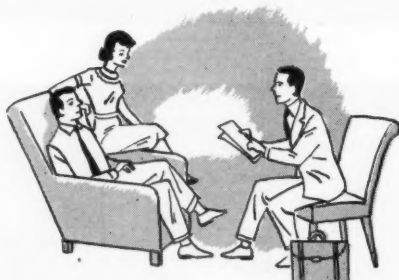
## Columbus Agencies Merge

The Lentz agency and the Pierce-Hadley Co. of Columbus have merged, the new partnership being known as Lentz, Pierce, Hadley & Glandon with offices at 406 Oak street. The partners are E. P. Gustafson, H. H. Pierce Jr., H. M. Hadley and J. C. Glandon. The Lentz agency specialized in fire and casualty lines, and Pierce-Hadley in life and group coverages and retirement plans.

Failing, Beal & Fisher, managing general agents of Indianapolis, have been named representatives by Aetna group.



Your ability to serve and keep your clients informed of the most modern protection available places you high on their "most respected" list.



Your clients are being reminded over TV and radio of the dangers of underinsurance. You can tie-in with the National Board of Fire Underwriter's campaign by checking your clients files now to determine if their present insurance has kept pace with today's high replacement costs. Then call on or telephone those who are *underinsured*. Have the satisfaction of knowing your clients are *fully* protected.

## UNITED STATES FIRE INSURANCE COMPANY

ORGANIZED 1824

110 WILLIAM STREET • NEW YORK, N. Y.

CASUALTY • FIRE • MARINE • SURETY

WESTERN DEPT., FREEPORT, ILL. • PACIFIC DEPT., SAN FRANCISCO • SOUTHERN DEPT., ATLANTA • ALLEGHENY DEPT., PITTSBURGH • VIRGINIA-CAROLINAS DEPT., DURHAM, N. C.



## N. Y. Federation Sets Up Scholarship Plan

A series of annual competitive college scholarship awards totalling \$1,000 each year have been established by Insurance Federation of New York. Winners will be picked on the basis of an essay contest, open to high school seniors throughout the state, on the private enterprise system and what it means to the U.S.

Gov. Harriman has written John C. Weghorn, New York agent and chairman of the federation's executive committee, a letter of congratulation on the program. The program will pay \$250 a year for four years, and an additional recipient will be picked each year. Winners who do not go to college will get the first \$250 award but nothing after that. However, they will have five years after high school graduation in which to matriculate. Each contestant will have to be sponsored by a federation member. A committee of 10 will judge entries.

The scholarship program was conceived by Norman T. Robertson, superintendent of agents in the eastern department of Zurich. He is vice-chairman of the federation executive committee and chairman of the scholarship award committee.

The scholarship plan has been endorsed by New York State Assn. of Insurance Agents, whose immediate past president, C. Fred Ritter of Middletown, is a member of the scholarship award committee. Other members of the committee are W. R. Ehrmanntraut, New York vice-president of American Surety; George I. Gross of the New York law firm of Powers, Kaplan & Berger; E. Chauncey Niver, executive vice-president of New York Board; Julius S. Wikler, first deputy superintendent of the New York department, and Russell Edgett, secretary of the federation, who also is committee secretary.

## First Mutual Agents Fire, Casualty School in Progress in N.C.

The first mutual insurance agents school has opened for a term of five weeks in Chapel Hill, N.C. It is being conducted on the campus of the University of North Carolina and is sponsored by National Assn. of Mutual Insurance Agents, the North Carolina association and the extension division of the university.

Mutual fire and casualty agents from 13 states and Alaska are attending classes covering their lines of insurance being instructed by a faculty of 30, including David A. Ivry, associate professor of insurance, University of Connecticut; Victor V. Sweetney of University of Florida, and Grant M. Osborn of University of Omaha. Laurence J. Ackerman, dean of the business school of University of Connecticut, is educational program advisor. Chairmen of the NAMIA committee which developed the school are Earl Lamb of New York City and Clay Cook of Omaha.

## Assess to Restore N. Y. Disability Benefit Fund

The New York workmen's compensation board is assessing insurers, self-insurers and the state insurance fund \$1,416,630 in order to restore the assets of the special fund for disability benefits to the statutory required sum of \$12 million.

Net assets of the fund on April 1, were \$10,583,369. Under the disability benefits law, assessment against insurers providing disability benefits is levied at the close of the state's fiscal year, March 31, whenever the bal-

ance in the fund on that date is \$1 million or more below the sum of \$12 million or twice the sum of benefits paid during the previous fiscal year. Benefits paid during the fiscal year ended March 31 amounted to \$827,544.

This marks the third time since the disability benefits program went into effect in 1950 that an assessment has been levied in order to bring it up to the required total.

Scottish Union group has appointed Alfred Paull & Son of Wheeling, general agents of Scottish Union and American Union in West Virginia.

## Brown & Sons Launches New Chicago Ins. Co.

Formation of Chicago Ins. Co., a capital stock insurer which will write fire and marine business in Illinois, has been announced by George F. Brown & Sons of Chicago, managers for the new company. The insurer, a subsidiary of Interstate Fire & Casualty, also will write casualty lines eventually.

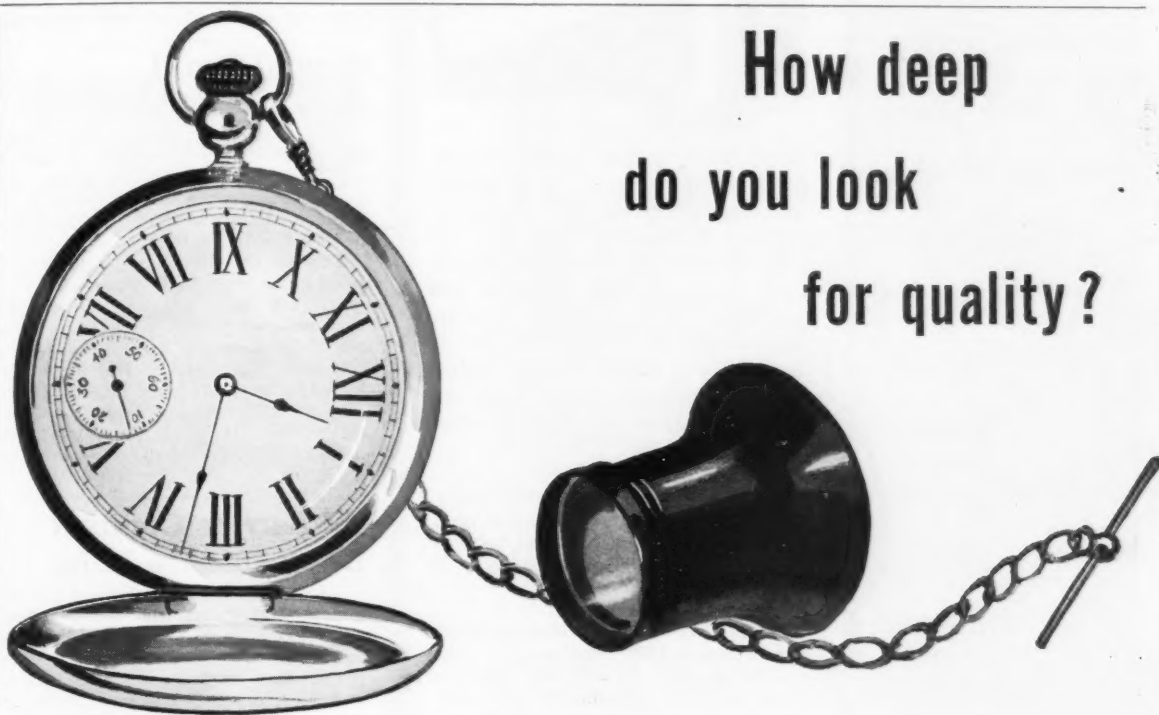
Capital will be \$200,000 with \$150,000 surplus.

Chicago will be headed by Cameron

Brown as president, Robert P. Tate as chairman, and Louis W. Biegler as executive vice-president. All are officers of Interstate F.&C., which is also managed by Brown & Sons.

New York Board has elected Thomas D. Hughes, vice-president of Continental, a director and chairman of the laws and legislation committee, and Kenneth J. Bidwell, U. S. manager of London Assurance, vice-chairman.

Western Salvage & Appraisal has appointed William A. Ossman and Robert S. Treichler in Chicago.

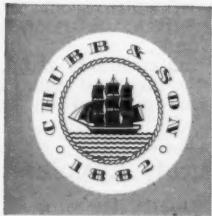


How deep  
do you look  
for quality?

Whether it is an attractive watch face . . . an imposing façade . . . or an impressive front office . . . the search for quality begins deep inside . . . with the "works".

How efficiently does it perform . . . how well integrated are its component parts . . . how dependable its action? You will ask those questions whether it is a time-piece or an organization with whom you are doing business. In either case you will want to know about the "works".

The services of Chubb & Son, like a fine watch, are each, individually, precise and complete functions. Their separate performances all integrate into the smooth, accurate and dependable operation which so thoroughly characterizes Chubb & Son.



# CHUBB & SON, Underwriters

90 John Street, New York 38, New York

### Managers

FEDERAL INSURANCE COMPANY • VIGILANT INSURANCE COMPANY • THE MARINE INSURANCE CO., LTD. • THE SEA INSURANCE CO., LTD.

LONDON ASSURANCE (MARINE DEPT.) • ALLIANCE ASSURANCE CO., LTD.

Ocean and Inland Marine • Transportation • Fire and Automobile • Casualty • Surety • Fidelity

Aviation Insurance through Associated Aviation Underwriters

As advertised  
in NEWSWEEK

During the life  
of the policy,  
your client  
will appreciate  
the value of  
Hartford  
Steam  
Boiler's  
inspection  
service,  
aimed at  
preventing  
accidents;  
and the helpful  
suggestions  
for prolonging  
the useful  
life of his  
equipment.



Accidents to power equipment can mean serious losses. Dead power makes no profit! That is why so many leading American industries insure with Hartford Steam Boiler, whose specialized facilities in boiler and machinery insurance offer these extra values: careful underwriting *Before* the policy is issued, loss prevention service *During* the policy's term, and expert assistance *After* an accident, should one occur.

**BEFORE** *Extra Value* in specialized underwriting assistance by an HSB Special Agent. His professional knowledge will help you and your agent select coverages fitted to your particular needs.

**DURING** *Extra Value* in accident prevention service from an HSB Field Inspector — one of 600 specialists in detecting conditions which may lead to accidents, and in suggesting steps necessary to prevent them.

**AFTER** *Extra Value* in skilled assistance in case of accident. HSB Field Inspectors and Claim Adjustors can bring helpful, special knowledge to bear to help restore operation and to arrange prompt settlement.

Your own Agent or Broker can obtain this three-fold protection for you. Ask him about these Hartford Steam Boiler extra values.



## NATIONAL INSPECTION CO.

CHICAGO, ILLINOIS

Service to Stock Fire Insurance companies for 54 years.  
Inspections and Underwriting Reports.

R. L. Thiele  
Manager

P. A. Pederson  
Ass't Manager

C. H. Strong, Chief Inspector

## Quarter Century Club of Great American Celebrates, Elects

Great American group Quarter Century club marked its 19th year at a dinner meeting attended by 124 members of the home office division of the club in New York. Speakers included Daniel R. Ackerman, chairman of the group, G. F. Michelbacher, president of Great American Indemnity, and William E. Newcomb, president of Great American.

Walter L. Borries, president of the club, and other officers were reelected.

## Hawaii Board, Rate Bureau Elect

F. B. Foster of Alexander & Baldwin was elected president of Board of Underwriters of Hawaii at the annual meeting early this month in Honolulu. He succeeds Frederick P. Whittemore, Cooke Trust Co.

Calvert G. Chipchase, Bonding & Insurance agency, is vice-president.

Speaker was Malcolm MacNaughton, president of the Honolulu Chamber of Commerce.

Hawaii Fire Rating Bureau at its annual meeting elected A. J. Coney, Pacific, as president; Roger J. Pierson, T. H. Davies & Co., vice-president, and E. Warren Small, secretary-treasurer.

## TV Service Contract Not Insurance in Ia.

DES MOINES—The Iowa attorney-general has ruled that manufacturer service contracts, such as warranty contracts to replace TV tubes and parts, does not constitute insurance and therefore does not come under insurance statutes.

The ruling stated that "there appears to be nothing in the Iowa code which expressly or by reasonable inference would suggest that a contract to repair defects or damage consisting of mechanical or electrical breakdown or failure was contemplated by the state legislature".

The opinion also pointed out that service contracts for maintenance repairs are not within the customary scope of insurance and cited exclusion (d) in the standard automobile policy, which provides that the policy does not cover mechanical or electrical breakdown.

## Pa. Bill Would Govern Welfare, Pension Funds

A bill to place control of both union and company pension and welfare funds under the insurance department has been introduced in the Pennsylvania house. It would set up an advisory council to make recommendations to the insurance commission in enforcing the law, which would require annual reports of the financial condition of the funds.

A somewhat similar bill to require financial reports to the state labor relations board was defeated in the house.

## American Surety Appoints Smith in Jacksonville

American Surety has appointed J. O. Smith superintendent of bonds at Jacksonville. He joined the company in 1955 at Atlanta, and upon completion of the training program was appointed a special agent. When the company opened its Jacksonville branch last year he transferred there as a bond underwriter.

## INSURANCE TO FIT THE NEED

Many of your clients  
need, but may not  
know the  
advantages of

## GLASS INSURANCE

You may be quite careful to see that none of your mercantile risks overlook the need for glass insurance. "Shelby" agents have long made a point of providing merchants with the best in glass replacement service.

But that is only part of the story. Modern home construction makes extensive use of rather expensive glass which should be insured. You may have some of that glass insured in "package" policies, but how about the homeowner who hasn't yet taken advantage of that kind of broad coverage? A glass policy can be a valuable addition to his protection. Have you suggested it to him?

THE  
*Shelby Mutual*  
INSURANCE COMPANY  
of SHELBY, OHIO

NON-ASSESSABLE  
FIRE & CASUALTY



# 3

REASONS  
FOR  
P/W POLICIES:

- ★ Quality
- ★ Integrity
- ★ Friendliness

PROVIDENCE  
WASHINGTON  
INSURANCE CO.  
PROVIDENCE  
WASHINGTON  
INDEMNITY CO.



20 WASHINGTON PLACE • PROV., R. I.



## N. Y. Bill to Limit Tax Deduction on Sick Pay to \$100 a Week

New York state legislature, at a 4-day special session, passed a bill to limit to \$100 a week the amount of sickness pay deductible from income for state personal income tax purposes.

Gov. Harriman, who vetoed a similar bill last year, was expected to sign this one. Shortly before the legislature concluded its regular session earlier this year, it killed a bill that would have set a \$50 a week limit.

Under the new legislation, the limitation will apply only to returns filed next year and thereafter and not to deductions made this year or pending claims for refunds.

The bill followed a state tax commission ruling that disability benefits paid employees while off the job due to injuries or sickness covered by either insured or uninsured A&S plans are excludable from reportable gross income for state personal income tax purposes. This applies to sick pay received by employees under bona fide written plans of employers. Any other plan will qualify if it imposes a legally enforceable obligation to pay employees while absent from work, if it establishes the amount, duration and conditions for payment, if it covers all or a specified class of employees, and if it is known to the employee when hired or before illness or injury occurs.

However, the commission held that disability payments are not exempt if their size and duration are discretionary with the employer or if they are made voluntarily without any obligation that could be enforced by the employee. Corporate wage continuation plans for executives were ruled out on grounds that they are discretionary and not definite enough to constitute a disability plan.

A maximum of \$100 a week in sickness disability pay is tax free under a federal law which became effective with 1954. Federal income tax must be paid on any excess.

## AEC Man Cites Reactor Fire Fighting Hazards

With 100 nuclear reactors in operation your chances of being killed if one of these reactors went kaput would be 1 to 50,000 this year, F. L. Brannigan, fire engineer with Atomic Energy Commission, told members of Chicago chapter of Fire Protection Engineers at their final meeting of the season. These figures, he said, can be contrasted against your 1 in 5,000 chances of being killed in a traffic accident.

Speaking on the problems of radiation sickness, radiation injury and radioactive poisoning which face fire fighters involved in reactor blazes, Mr. Brannigan said that the maximum conceivable number of casualties which could be sustained by Chicago from a reactor accident would be 3,400 dead, 50,000 injured and \$7.5 million property damage. "Everything we use in this world presents hazards," he said, explaining that the problem is in learning to live with these hazards.

The degree of strength of radioactive materials is measured in roentgens and internal or external exposure of 800 roentgens will be lethal while 25 roentgens will produce no noticeable effect. Therefore, 25 roentgens is the maximum permitted dosage firemen can be exposed to.

Time, distance and shielding from

the exposure are important factors in protecting firemen. Mr. Brannigan suggested that firemen wear masks from start to finish in fires involving radiation, that they wash themselves off completely after the blaze and that they take every precaution not to transfer the contamination by touching everything as they go along. "It is better to have a small area highly contaminated than a large area lightly contaminated," he said. He added that smoke and water cannot be made radioactive, but they may be radioactively contaminated.

## Insurance Students Get Practical Experience to Supplement Studies

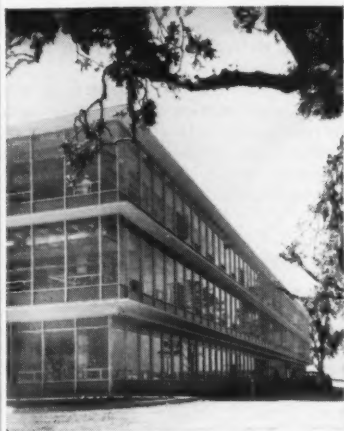
Illinois Wesleyan university and seven Illinois insurers are sponsoring a summer "internship" program to give students majoring in insurance practical operating experience to supplement their academic education. Companies participating are State Farm F&C, State Farm Life, State Farm Mutual Auto, Franklin Life, Continental Casualty, Continental As-

urance, and Union Auto Indemnity.

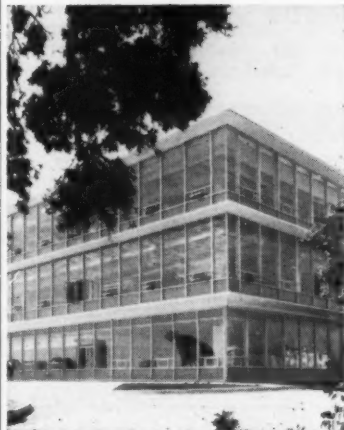
Students are given jobs for 10 weeks during the summer and receive a minimum salary of \$750 for the training period. Six students are taking part in the program this year.

## Buys Mich. Business of S. C.

F. G. Lisle, general manager of Underwriters General Agency Corp. of Ionia, Mich., has purchased the Michigan agency plant and business of South Carolina Ins. Co. from Hartford Fire, which had acquired the operations in its purchase of Michigan General Agency of Grand Rapids.



OUR FUTURE IS HERE



Viewed from any angle, the new San Francisco Home Office building of Fireman's Fund Insurance Company and its affiliates, typifies the progressive spirit that has marked the company's almost century-long history of outstanding service to producers.

When completed, the modern split-level aluminum and glass structure...equivalent to a 20-story building on a typical downtown site... will be the focal point for The Fund's continuing nationwide efforts to further the aims and aspirations of the American Agency System.



The  
**FUND**  
Insurance Companies

FIREMAN'S FUND INSURANCE COMPANY  
FIREMAN'S FUND INDEMNITY COMPANY  
HOME FIRE & MARINE INSURANCE COMPANY  
NATIONAL SURETY CORPORATION

## R. B. Bagley Keynotes Insurance Section at Airkem Annual

Roger B. Bagley, assistant secretary of Travelers Indemnity, was the keynote speaker for the insurance section of the annual national meeting of Airkem supervisory field personnel in Miami Beach.

Mr. Bagley's talk concerned smoke odor service division operations. Stating that insurers with countrywide operations like to deal with a similar

service organization—such as Airkem—he urged the field men to adhere closely to the procedures set down by its executives, reiterated the merits of its present policies, and suggested some new ones for the future, designed to key the smoke odor service more clearly to the needs of the business.

He said that when smoke odor is encountered on a loss, adjusters should consider the problem at the time of the first inspection of the risk and sometimes before. He divided such losses into "must" and "option-

al." The former category includes claims where the loss can be directly decreased or salvage values increased by the use of the smoke odor service, he said, pointing to mercantile, business and amusement risks and business interruption claims as examples.

He particularly praised Airkem's work in reducing to a minimum the condemnation of food by public authorities following a fire. Optional losses, he said, are those where the adjuster's judgment must determine whether benefits other than the direct reduction of loss might accrue by the use of the service. Examples would be situations where insured's idea of the damage is psychologically magnified by the presence of odor and those where removal of trapped odors is desirable properly to indemnify insured.

In predicting the future of the smoke odor service, Mr. Bagley called for continuing adjuster education and general public education to promote a broader understanding of the benefits available to the insuring public.

## Philbrick to Retire from St. Paul F.&M.

Charles A. Philbrick, executive assistant of the New England department of St. Paul F.&M., will retire June 30 under the company pension plan.

From 1921 through 1955 Mr. Philbrick was associated with St. Paul F.&M. through the company's then managing agents O'Brien, Russell & Co. of Boston. He was special agent until 1930 when he took over the duties of general agent.

When the New England department of St. Paul F.&M. was formed in 1956, Mr. Philbrick, along with his staff, joined the company's offices.

## Proctor Heads New Office

Flynn, Harrison & Conroy, New York brokerage firm, has incorporated an affiliate in Chicago to be known as Flynn, Harrison & Conroy Inc., and has appointed George M. Proctor president; James J. Mason vice-president; Russell H. Tandy secretary, and John Langhorne chairman.

Mr. Proctor is a past director of National Assn. of Insurance Brokers, and a former vice-president and director of the state association.

## Lamb Elected Head of N. Y. Assn. of Bond Underwriters

John B. Lamb of Continental Casualty was elected president at the annual meeting of Assn. of Bond Underwriters of New York City. He succeeds Gordon C. Sleeper Jr. of Travelers Indemnity.

Ernest E. Smith of American Surety was elected secretary, and Herman Fischer, Fidelity & Casualty, treasurer.

Elected to the executive committee were James J. Lucy Jr., of Lucy & McNiece general agency; Joseph Carretto, Standard Accident; Richard Post, Employers' group; John Cannon, Treaty Management Corp.; Richard Saxe, North American Casualty & Surety Re; Donald Hurd, Massachusetts Bonding; George Faha, Springfield F.&M., and Frank LeMunyon, Surety Assn. of America.

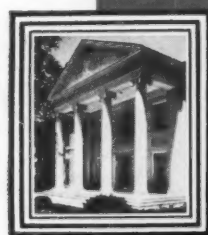
Contract bond claims were discussed in detail at the meeting by George A. Daly, secretary of Fidelity & Casualty.

## Table of Bond Amounts Recommended for Banks

The table in the June 13 issue which set forth the suggested amounts of bankers blanket bond for banks by size of deposits was out of gear. The table, which was prepared by the insurance and protective committee of American Bankers Assn., is reproduced below in its correct form:

Amounts of Blanket Bond Coverage		Suggested	
Banks with	Deposits of	Range of Amounts	
Less than \$750,000		\$25,000 to	50,000
\$ 750,000 to	1,500,000	50,000 to	75,000
1,500,000 to	2,000,000	75,000 to	90,000
2,000,000 to	3,000,000	90,000 to	120,000
3,000,000 to	5,000,000	120,000 to	150,000
5,000,000 to	7,500,000	150,000 to	175,000
7,500,000 to	10,000,000	175,000 to	200,000
10,000,000 to	15,000,000	200,000 to	250,000
15,000,000 to	20,000,000	250,000 to	300,000
20,000,000 to	25,000,000	300,000 to	350,000
25,000,000 to	35,000,000	350,000 to	450,000
35,000,000 to	50,000,000	450,000 to	550,000
50,000,000 to	75,000,000	550,000 to	700,000
75,000,000 to	100,000,000	700,000 to	850,000
100,000,000 to	150,000,000	850,000 to	1,200,000
150,000,000 to	250,000,000	1,200,000 to	1,700,000
250,000,000 to	500,000,000	1,700,000 to	2,500,000
500,000,000 to	1,000,000,000	2,500,000 to	4,000,000
1,000,000,000 to	2,000,000,000	4,000,000 to	6,000,000
Over \$2,000,000,000		6,000,000 and up	

San Francisco Insurance Women's Assn. has elected Dorothy Ryan president; Paula Harper and Ella Fernbach vice-presidents; Lillian Pickett recording secretary; Jean Wetherbee corresponding secretary; Hazel Lundy treasurer, and Viola Black and Alice Mullin directors.



## LUMBERMENS of MANSFIELD

A  
MULTIPLE LINE  
COMPANY

*Serving  
the most  
discriminating*

The LUMBERMENS MUTUAL  
INSURANCE COMPANY

Mansfield, Ohio

In its SIXTY THIRD year



## NATIONWIDE UNDERWRITING & CLAIM SERVICE

REPRESENTING DOMESTIC STOCK COMPANIES

PUBLIC NATIONAL INSURANCE CO. AND MIDLAND NATIONAL INSURANCE CO.

GENERAL LIABILITY

TAXICABS

FINANCIAL RESPONSIBILITY

WORKMENS COMPENSATION

TRUCKS-BUSSES

HARD TO PLACE RISKS

NON-STANDARD AUTOS

COMMERCIAL VEHICLES

SURPLUS LINES

## KURT HITKE & COMPANY, INC.

General Insurance Agents

HOME OFFICE

175 W. Jackson Boulevard

Chicago 4, Illinois

Phone WAbash 2-3622



### WITH ADDITIONAL OFFICES IN

1401 Peachtree St., N.E. 601 Munsey Bldg. P. O. Box 2046 905 Central Bank Bldg. 1535 Wilshire Blvd. 7950 Biscayne Blvd. 233 Sansome St. 407 E. Washington St.  
ATLANTA, GA. BALTIMORE 2, MD. DALLAS 5, TEXAS DENVER 2, COLO. LOS ANGELES 17, CALIF. MIAMI 38, FLA. SAN FRANCISCO 4, CALIF. SPRINGFIELD, ILL.



## Mich. Court Decisions Liberalize WC Act

LANSING—Michigan supreme court has in effect broadened the workmen's compensation act by liberal interpretations of two provisions. The vote in each case was 5-2 with one justice not participating, but there were six separate opinions in each case.

In the case of Eula Sheppard, a business machine operator who strained her back lifting a 25-pound tray of cards from a file, the court broadened the definition of "accident" to mean "an unexpected result attending the operation or performance of a usual or necessary act or event."

In the case of E. J. Coombe Jr., laundry truck driver who suffered a hemorrhage while at work that resulted in partial paralysis, the court abandoned the distinction between cases involving pre-existing physical defects and those in which no defects existed.

"Nothing," the court held, "is better settled in compensation law than the act takes workmen as they arrive at the plant gate. Some are weak and some are strong. Some particularly as age advances have a pre-existing 'disease or condition' and some have not . . . they share equally the hazards of the press and their families the stringencies of want, and they all, in our opinion, share equally in the protection of the act in the accident of accident, regardless of their prior condition of health."

## Clark of Travelers at N. Y. Is Retiring

A number of Norman R. Clark's close associates in Travelers honored him at a dinner in New York on the occasion of his retirement.

Mr. Clark joined Travelers after being released from Army service in 1919. He served the company at several localities. He was casualty manager in Cincinnati and Milwaukee and for a time was on the staff of the home office agency department before going to New York in 1940 as manager of the casualty brokerage division at 80 John street, New York, the position

Federal Trade Commission has issued a complaint against Federal Fire Protection Service of District of Columbia and Richard O. Waterman, an officer of the firm, charging them with "scare tactics and false claims" in the sale of fire alarm systems.

W. L. Burnham general agency of Birmingham has appointed Dewey Teague chief underwriter. He has been with Southeastern Compensation Rating Bureau for the past 10 years.

## Wm. H. McGee & Co., Inc.

MARINE UNDERWRITERS

111 John Street, New York 38, N.Y.

Baltimore  
Boston  
Chicago  
Columbus, O.  
Dallas  
Houston

Los Angeles  
Montreal  
New Orleans  
Philadelphia  
San Francisco  
Seattle



OCEAN MARINE  
INLAND MARINE  
HOMEOWNERS' COMPREHENSIVE  
MANUFACTURERS OUTPUT  
and similar covers

he held until retirement.

He was recently chairman of the finance committee of Downtown Athletic club, New York, and is presently serving on the building committee and as chairman of the finance committee of Innis Arden golf club, Old Greenwich, Conn.

He lives in Stamford, Conn., and although his plans for the future are not completely formed he expects to spend the summer in Hollis, N. H., and eventually to settle in the Ft. Lauderdale Fla. vicinity.

## Nelson of Hartford Fire Is Retiring

Harry M. Nelson is retiring after nearly 45 years with Hartford Fire's western department at Chicago. For 36 years he has been superintendent of the survey department. Previously he served as a special agent in southern Illinois. He attended the first class of Insurance Institute of America when it was established at Chicago in 1913.

He served in World War I and has

been active in American Legion affairs more than 30 years, serving as treasurer, and as chairman of the finance committee, of a legion post. He also was a director and former president of West Suburban Duplicate Bridge Club of LaGrange, Ill., the oldest continuous club of its kind in the U.S., and is a past president of the Western department's Hartford Employees 25-Year Club.

Mr. Nelson plans to live at Bayshore Gardens, Fla.



**Your homeowners protection  
is NOT complete**

**without Mortgage Cancellation Insurance**

**ONLY ONE** out of 200 homes ever burns. But 34 out of 200 homeowners die during the term of a 20-year mortgage. Putting it another way, one out of six homeowners age 35 will not live to complete payments on a 20-year mortgage.

If you want to provide complete protection for your home-owning clients, here's a suggestion:

1. Find out which of your home-owning clients are not protected by a special life insurance policy that will automatically pay the mortgage balance if they die. Most owner-occupied homes are mortgaged.

2. Tell them about Connecticut Mutual Life's new low-premium Mortgage Cancellation Plan. This plan gives extremely attractive benefits at low cost.

Almost every father-homeowner wants his wife and children to continue in their home, having the same congenial friends and going to the same school and church. Point out that Mortgage Cancellation Insurance gives her a home if she wants to keep it,

an asset if she wants to sell it, or an income if she wants to rent it.

## FREE SALES KIT AND RATE CARD

Most important in this kit is a booklet that tells about the market, gives a sales plan, provides suggested pre-call letters, tells what to say in selling, how to answer objections and how to close the sale. There's a colorful

folder, "A Plan to 'Burn' Your Mortgage," a proposal form and a card giving the rates.

For years Connecticut Mutual Life has worked closely with leading fire-casualty offices country-wide. Its fieldmen understand the problems involved.

Mortgage Cancellation Insurance can add substantially to your income and do a much-needed job for your clients. Send for your free sample sales kit today — no cost or obligation.



**The Connecticut Mutual**  
LIFE INSURANCE COMPANY · HARTFORD

The Connecticut Mutual Life Insurance Company  
Hartford, Connecticut

NU5-7

I'm interested in the possibility of selling Mortgage Cancellation Insurance. Please send me, free and without obligation, your SALES KIT on this subject and your "RATES at a GLANCE" card.

Name \_\_\_\_\_ (PLEASE PRINT)

Firm \_\_\_\_\_

Street \_\_\_\_\_

City \_\_\_\_\_ Zone \_\_\_\_\_ State \_\_\_\_\_  
or Town \_\_\_\_\_



Reprinted with permission and recommended for reading by every agent who sells automobile insurance.

## Letter from a lady

Ohio Casualty Company

Los Angeles  
12-17-56

Dear Sirs:

Recently we decided to change our insurance on both of our cars. After investigation of several insurance companies we decided the Ohio Casualty had the best all 'round policy to offer.

In August Mr. Carter, our insurance agent, sold us complete coverage on our house, furniture, and both cars. He discussed the new disability clause in the automobile policy but my husband was not interested. Both Mr. Carter and myself finally persuaded him to take the added insurance for one year, then drop it at that time if he was no longer interested.

September 27, 1956 my husband was on his way home from work at 1:30 a.m. and while sitting in his car at Lindley and Ventura Boulevard waiting for the light to change he was struck from behind by a large truck and trailer, knocked 200 feet. His car was completely demolished and he was critically injured.

He has not worked since that date, and has collected his \$200.00 per month disability payments right on time every month.

I have nothing but praise for our agent, Mr. Carter, and Mr. Christie the claim agent who handled our claim. They were helpful, kind, and most considerate during these trying times. Most of all the disability policy was a godsend as my husband's salary was suspended.

I have since added this same protection for myself since I drive every day.

Yours sincerely,

*Mrs. A. D. Crosby*

8597 Amigo Ave.  
Northridge, Calif.

### NOTE TO AGENTS

We feel that this letter is more effective than any statement we might make about our well-known "fast, friendly, coast-to-coast claim service." Inquiries from authorized agents who may be interested in joining with us in rendering this type of service are cordially invited.

## THE OHIO CASUALTY INSURANCE COMPANY

HOME OFFICE, HAMILTON, OHIO

Offices in: Aurora, Ill., Baltimore, Chicago, Cincinnati, Cleveland, Columbus, Compton, Cal., Dallas, Dayton, Denver, Des Moines, Detroit, Grand Rapids, Haddon Heights, N. J., Harrisburg, Indianapolis, Inglewood, Cal., Kansas City, Lansing, Mich., Long Beach, Los Angeles, Louisville, Milwaukee, Minneapolis, Newark, No. Hollywood, Cal., Oakland, Oklahoma City, Orlando, Pasadena, Philadelphia, Pittsburgh, Portland, Ore., Riverside, Cal., San Diego, San Francisco, Scranton, Pa., Seattle, South Bend, Springfield, Ill., Toledo, Washington, D. C.

### Convention Dates

- July 4-6, International Assn. of Insurance Counsel, annual, Chalfonte-Haddon Hall, Atlantic City.
- Aug. 12-14, International Federation of Commercial Travelers, annual, Empress hotel, Victoria, B.C.
- Aug. 15-17, Louisiana Assn. of Mutual Insurance Agents, annual, Edgewater Gulf hotel, Edgewater Park.
- Aug. 22-24, Texas Assn. of Mutual Insurance Agents, annual, Shamrock-Hilton hotel, Houston.
- Aug. 26-27, South Dakota Assn. of Insurance Agents, annual, Marvin Hughitt hotel, Huron.
- Aug. 26-29, Hon. Order of the Blue Goose, International, annual, Roosevelt hotel, New Orleans.
- Aug. 29-30, Minnesota Assn. of Insurance Agents, annual, Breezy Point lodge, Brainerd, Minn.
- Sept. 5-6, New Jersey Assn. of Insurance Agents, annual, Traymore hotel, Atlantic City.
- Sept. 8-11, International Claim Assn., annual, Chalfonte-Haddon hall, Atlantic City.
- Sept. 9-12, National Assn. of Insurance Agents, annual, Chicago.
- Sept. 12-13, Conference of Mutual Casualty Companies, sales and agency conference, Conrad Hilton hotel, Chicago.
- Sept. 15-18, Idaho Assn. of Insurance Agents, annual, Sun Valley.
- Sept. 16, Vermont Assn. of Insurance Agents, annual, Lake Morey inn, Fairlee.
- Sept. 16-17, Minnesota Assn. of Mutual Insurance Agents, annual, St. Paul hotel, St. Paul.
- Sept. 16-18, Michigan Assn. of Insurance Agents, annual, Grand hotel, Mackinac Island.
- Sept. 17-20, Mutual Loss Research Bureau, annual, Edgewater Beach hotel, Chicago.
- Sept. 18-19, New Hampshire Assn. of Insurance Agents, annual, Wentworth-by-the-Sea hotel, New Castle.
- Sept. 18-20, Washington Assn. of Insurance Agents, annual, Olympic hotel, Seattle.
- Sept. 19-20, Nebraska Assn. of Insurance Agents, annual, Sheraton-Fontenelle hotel, Omaha.
- Sept. 20, Delaware Assn. of Insurance Agents, annual, Rehoboth Country club, Rehoboth.
- Sept. 22-24, Oregon Assn. of Insurance Agents, annual, Eugene hotel, Eugene.
- Sept. 23-24, South Dakota Assn. of Mutual Insurance Agents, annual, Sioux Falls.
- Sept. 24-25, South Carolina Assn. of Insurance Agents, annual, Bon Air hotel, Augusta, Ga.
- Sept. 26-27, Oklahoma Assn. of Mutual Insurance Agents, annual, Skirvin hotel, Oklahoma City.
- Sept. 29-Oct. 1, Pennsylvania Assn. of Insurance Agents, annual, Pocono Manor inn, Mount Pocono.
- Oct. 1-3, Society of Chartered Property & Casualty Underwriters, annual, Waldorf-Astoria hotel, New York City.
- Oct. 3-4, Mountain States Assn. of Mutual Insurance Agents, annual, Denver.
- Oct. 6-9, National Assn. of Casualty & Surety Agents, annual, Greenbrier hotel, White Sulphur Springs.
- Oct. 6-9, National Assn. of Casualty & Surety Executives, annual, Greenbrier hotel, White Sulphur Springs.
- Oct. 13-16, National Assn. of Mutual Insurance Agents, annual, Sherman hotel, Chicago.
- Oct. 14, Society of Actuaries, annual, Commodore hotel, New York City.
- Oct. 14-15, Arizona Assn. of Insurance Agents, annual, Westward hotel, Phoenix.
- Oct. 16-18, National Assn. of Independent Insurers, annual, Edgewater hotel, Chicago.
- Oct. 17, Inter-Regional Insurance Conference, annual, Plaza hotel, New York City.
- Oct. 17-18, Pacific Fire Rating Bureau, annual, Camelback inn, Phoenix.
- Oct. 19-23, Western Underwriters Assn., annual, Greenbrier hotel, White Sulphur Springs, W. Va.
- Oct. 20-22, Kansas Assn. of Insurance Agents, annual, Baker hotel, Hutchinson.
- Oct. 20-22, Maryland Assn. of Insurance Agents, annual, Lord Baltimore hotel, Baltimore.
- Oct. 20-23, National Assn. of Mutual Insurance Companies, annual, Jung hotel, New Orleans.
- Oct. 21-23, California Assn. of Insurance Agents, annual, Hotel del Coronado, San Diego.
- Oct. 22, Conference of Mutual Casualty Companies, Jung hotel, New Orleans.
- Oct. 22-23, Massachusetts Assn. of Insurance Agents, annual, Sheraton Plaza hotel, Boston.
- Oct. 22-24, Wisconsin Assn. of Insurance Agents, Schroeder hotel, Milwaukee.
- Oct. 27-29, Illinois Assn. of Insurance Agents, annual, Pere Marquette hotel, Peoria.
- Oct. 27-29, Missouri Assn. of Insurance Agents, annual, President hotel, Kansas City, Mo.
- Oct. 28-30, Ohio Assn. of Insurance Agents, annual, Commodore Perry hotel, Toledo.
- Oct. 30, Connecticut Assn. of Insurance Agents, annual, Statler hotel, Hartford.
- Nov. 7, Insurance Federation of New York, annual, Waldorf-Astoria hotel, New York City.



### Know the facts about the insured's property values

An insurance program is only as sound as its basic foundations. Make sure your client has the valuation facts for proper coverage which make his insurance an investment—not a gamble.

### The AMERICAN APPRAISAL Company

SINCE 1896 . . . LARGEST . . . MOST WIDELY USED

Home Office: Milwaukee, Wisconsin

Atlanta	Cleveland	New York
Baltimore	Dallas	Philadelphia
Boston	Detroit	Pittsburgh
Buffalo	Kansas City	St. Louis
Chicago	Los Angeles	San Francisco
Cincinnati	New Orleans	Washington

Affiliated: Canadian Appraisal Company, Ltd.  
Montreal and Toronto



The Pioneer Organization

## COATS & BURCHARD COMPANY

### APPRAISERS

4413 Ravenswood Avenue  
Chicago 40, Illinois

- Appraisals for Correct Insurance Coverage and Proof of Loss
- Depreciation Studies
- Property Ledgers



## COMMENTS

## TRENDS

## OBSERVATIONS

## Employed Disabled Earn WC Rate Cut, Set Example for All

By ROBERT YOUNG, JR.

Outstanding is the accident-free record of the employees of Abilities Inc. of Albertson, Long Island, N. Y., whose workmen's compensation insurance is written in Indemnity of North America. Their record, since coverage was placed in 1953, is not without parallel, but it is unique in that not one of the firm's more than 300 employees, including its president, Henry Viscardi Jr., would have been considered an insurable risk a few years back.

Organized by Mr. Viscardi in 1952, Abilities is a subcontractor manufacturing electronic units, mechanical assemblies and components for aircraft, shell fuses, dictating machines, radio and record players. Its management staff and employees are physically handicapped and disabled men and women. Their accident-free record has earned the company a 21% reduction in WC premiums.

A division of the company is the Human Resources Corp. Created in 1955, and mainly financed by a \$100,000 grant from Indemnity of North America, it is conducting a three-year study aimed at defining the problems of what industry needs to know about the disabled workingman. The division made its first progress report at a conference of 250 industrial medical directors, personnel administrators, safety directors and insurance supervisors, held June 20-21, at which time the company's plant in Albertson—a new one—was dedicated.

Among those speaking at the opening session of the conference last Thursday morning were Bernard M. Baruch and John A. Diemand, president of North America group. Mr. Baruch, long interested in the welfare and employment of the disabled, and who was instrumental in forwarding the federal government's activity in the rehabilitation of handicapped persons following World War II, presented Abilities employee, Mrs. Irene Beute, with the first Abilities medal, bearing his likeness, in acknowledgement of her courage and success in achieving rehabilitation through operations which restored her sight after more than 40 years of blindness. Outstanding employees of the company will be presented with other such medals in the future.

Mr. Diemand said his company was proud to insure Abilities, adding: "It is among the better workmen's compensation risks on the books of Indemnity of North America." Abilities had not produced a single lost-time accident since it was placed with the Indemnity in 1953, he said. "What a lesson that holds for industry!"

A. W. Meinke, assistant secretary of Indemnity of North America, also spoke at the conference. He discussed "Abilities Research Program and Industrial Safety" at the session on Friday morning.



"WELL, I'D SAY IT'S A PRETTY GOOD AVERAGE. THE FIRST FIRE, AND I'VE BEEN SMOKING IN BED FOR 15 YEARS."

## American Auto Seeks Way to Continue Its Special CDP in Wash.

Officials of American Automobile have been visiting Seattle in an attempt to solve the problems posed by the elimination of special filings effective July 13. The company was the pioneer of the special comprehensive dwelling form (including earthquake) in Washington.

The approach to the problem made by American Auto will be watched by the other companies who have

been writing some of this specially filed business. As of June 13, new rules were issued by Washington Surveying & Rating Bureau which have the effect of outlawing specially deviated packaged dwelling policies such as those of American Auto, Atlantic Mutual and others. Presumably these forms will then be tagged by Washington Insurance Examining Bureau.

It is reported that American Auto has asked the Washington department for a 30-day extension period during which tags would be held in suspense until a legal solution can be found.

American Auto is said to be considering two courses of action:

1. To use Associated Indemnity for dwelling business exclusively without affiliating it with the rating bureau and have it make independent filings for all dwelling coverages.

2. To issue a separate flood and earthquake policy which could then be written in conjunction with a dwelling APL form to produce the same coverage now afforded under its CDP.

American General has been elected a member of Surety Assn. of America. This brings membership to 80.

## Tells When to Call for Lawyer in Dealing with Income Tax Man

Important information for the insurance man who might find himself on the spot with the federal income tax people is when to send for his lawyer, according to J. H. O'Hara, counsel Indiana Assn. of Insurance Agents. Mr. O'Hara appeared before the sixth annual advanced agency management school conducted by Ohio Assn. of Insurance Agents at Miami university to discuss agency perpetuation and contracts.

If a representative of the Internal Revenue Service shows up in the office, his credentials should be examined carefully. It is vital to know whether he is a special agent or a revenue agent of IRS, Mr. O'Hara said. There is an important difference in the functions of each. If the caller is a special agent, send for your attorney right away.

IRS instructions require that a special agent be called in when the revenue agent discovers evidence of fraud. The investigation from that point may be conducted by the special agent alone, by the special agent and the revenue agent, but never by the revenue agent alone.

Mr. O'Hara also explained that in a case of suspected fraud, cooperation with the special agent will not affect his personal decision as to whether or not there has been fraud.

Other methods of distinguishing between the special agent and the revenue agent follow from their respective methods. The revenue agent will merely make a transcript of cancelled checks in the taxpayer's office. If he is a special agent, he will ask for the checks and the books, give a receipt for them, and take them away for a period of perhaps two days. This means he is having them photostated.

The advanced agency management school was run concurrently with two other schools sponsored by the Ohio association, one at the basic level and another at the intermediate. Ivan Steiner Jr., Wooster, a trustee of the association, was in charge.

## 22% Fewer Losses but 24% Larger Amount in 5 Months

The figures on losses which New York Board issues monthly bear out the contention of loss men and underwriters that the number of property losses is not substantially larger than it was a year ago, but the amount of losses is very much higher.

The figures for May show this to be the case. There were 368 fire losses, 368 extended coverage losses and seven sprinkler leakage losses, for a total of 743, involving \$2,102,458. This is a 3.7% decrease from the 772 losses in 1956, but a 27.9% increase in the amount.

For the first five months, the number of losses totaled 4,070 for payments of \$13,263,559. Losses were 22.14% less than the like period of 1956 and the amount was 28.85% more.

## New West Virginia Handbook Published

A new Underwriters' Handbook of West Virginia has been published by The National Underwriter Co. It provides complete and up-to-date information on agencies, brokers, companies, field men, general agents, groups and other organizations affiliated with insurance throughout the state. Copies of the new West Virginia Handbook may be obtained from The National Underwriter Co. at 420 East Fourth street, Cincinnati 22, Ohio. The price is \$12.50 each.

## Lumbermens Mutual of Mansfield to Reinsure Ohio Mutual July 1

Under a reinsurance agreement approved by Superintendent Vorys, Lumbermens Mutual of Mansfield will totally reinsure and assume all outstanding liabilities of Ohio Mutual of Salem July 1.

L. H. Colley and Raymond K. Yates, president and secretary-treasurer, respectively, of Ohio Mutual, have been elected to the board of Lumbermens Mutual. Mr. Yates will also become a vice-president of Lumbermens and Mr. Colley will serve as a financial consultant.

## Kerney Heads Binder Club

John A. Kerney, treasurer of Gorges & Co. of Baltimore, is the new presi-

dent of the Binder Club there. He succeeds J. G. Eisenberger. Joseph C. Hlavin, Frank W. Robinson and William S. Waldeck are vice-presidents, Joseph Baker is secretary, and P. J. Dubey treasurer.

## Grand Rapids Carrying Coverage on Non-Existent Airport Properties

An audit of airport operations in Grand Rapids has revealed that some non-existent property is being insured. The buildings were standing when the policies were issued, but no notification was given to the insurer when they were sold, moved or destroyed.

County and airport spokesman said that the insurer, which was not identified, so far has declined to refund the premium involved. While the insurer legally does not have to refund any money, the county comptroller said: "I think we can expect to be paid."

## Many Insurance Bills Pass in N. C.

In addition to auto compulsory, the new firemen's pension fund set up by the general assembly was the most important of the insurance bills passed by the North Carolina legislature, but a score of other bills affecting insurance also became law.

Insurers fought the pension fund with the same vigor they objected to compulsory but lost out to the powerful firemen's groups. Under the act, firemen will contribute \$5 a month each to the fund and companies will be required to pay 1% of their fire premiums into it. The fund will be administered by a commission.

Other legislation revises definitions of agents, increases the commissioner's salary from \$10,000 to \$12,000, authorizes the commissioner to extend for 30 days the time for companies to file annual statements, and requires non-resident adjusters to give the commissioner notice in writing before adjusting a loss where no license is required.

Also, permits A&S companies to file a blanket bond for their agents, prohibits agents from representing non-licensed companies unless authorized by the commissioner, specifies that resident agents must transact business of insurers and certain policies must be countersigned, and increases the fee charged by the commissioner for examining an out-of-state insurer from \$25 to \$36 a day.

Also raises the fee charged by the commissioner for publication of a company financial statement from \$9 to \$12, requires the words "insurance company," "insurance society," "life," "casualty" or "indemnity" as part of the title of any domestic insurer, provides that notice of hearing given by the commissioner to North Carolina Fire Insurance Rating Bureau shall constitute notice of hearing to all member companies, authorizes the state property fire insurance fund to

provide extended coverage for state buildings, and makes the 1955 Blue bill on A&S cancellation notices applicable to any group policies covering fewer than 10 members.

## Alger, Drake Advanced by Employers Group

Employers Liability group has appointed Richard E. Alger assistant deputy manager in charge of reinsurance. He has been personal assistant to Edward A. Larner, U. S. general manager and attorney, since 1953, and is succeeded in that position by Herick A. Drake.

Mr. Alger has been with the group since 1936. Prior to his appointment as assistant to Mr. Larner he was superintendent of the home office expense control department and superintendent of methods and planning.

Mr. Drake joined the group in 1954 in the legal department. Prior to that time he was with a Boston law firm.

## R. Hill Carruth Jr. to Join Father at Chicago

R. Hill Carruth Jr. has joined his father in the Carruth general insur-



R. Hill Carruth Jr.



Col. Hill Carruth

ance brokerage firm in the Insurance Exchange building, Chicago.

Hill Carruth Jr. is a graduate of the University of Illinois. For seven years he has been engaged in television sales work with TV stations at Denver, Los Angeles and Santa Barbara.

Col. Hill Carruth is well known in the insurance business, having begun his career in 1920 with Fidelity & Deposit and American Bonding. He was advanced from manager to district manager in the field, becoming assistant to the president of American Bonding at the home office. He moved to Chicago in 1931 on a special mission, and subsequently organized his own general insurance firm. He has been in business for 20 years, featuring fidelity and surety bonds, and industrial and coal mine coverages.

## Government Owned Insurer, Mutual Surplus Hike Bills

The Pennsylvania legislature has passed and sent to the governor for signature bills prohibiting government owned or controlled insurers from writing business in the state, and providing for the issuance of workmen's compensation policies which limit the liability of the insurer.

The former bill does not apply to government owned or controlled companies doing business in Pennsylvania prior to Jan. 1, 1955.

The house has passed a senate bill requiring mutual casualty insurers in Pennsylvania to maintain a \$250,000 surplus over all liabilities, including unearned premiums. The measure has been returned to the senate for its approval of house amendments.

Jack C. Neer Co., independent adjusting firm of Portland and Salem, Ore., will continue operations following the recent death of Mr. Neer. Portland offices of the firm have been moved to larger quarters in the McLaughlin building, 1220 S. W. Columbia street.

# Reinsurance

Casualty, Fire, Marine, Miscellaneous

Pro-Rata—Quota Share—Excess Loss  
Treaty and Facultative

Excess Covers Including  
Steam Boiler, Fleet, Motor Cargo, Aggregate,  
Liability, Workmen's Compensation

DOMESTIC AND FOREIGN MARKETS

## EXCESS UNDERWRITERS, INC.

Howard E. Mankin, Executive Vice-President  
175 W. Jackson Boulevard, Chicago, Ill.

## Announcing the 1960 Bond

### SURPLUS LINE BONDS

— PLUS —

License & Permit  
Court  
Contract  
Fiduciary

Public Official  
Miscellaneous Indemnity  
Bail  
Fidelity

## Complete Bond Service

MICHIGAN SURETY COMPANY is looking for bond producers and will PAY MORE for the business.

## Michigan Surety Company

Lansing, Michigan

ONE OF AMERICA'S OLDEST AND FINEST SURETY COMPANIES

SINCE 1914



## Chicago Brokers Get Second Notice To Pay \$25 Fee

Chicago brokers are receiving in the mail another round of notices from the city collector's office requesting payment of \$25 license fees. The payments were due Jan. 1, and the initial bills met with a "poor response" according to City Collector William B. Prendergast.

Mr. Prendergast said he has obtained from the Illinois department a list of all brokers with state licenses doing business in Chicago and is in the process of mailing out 12,000 additional statements, citing the ordinance and the penalty for violation. Business has been picking up with these renewed efforts, he reported, and within a few weeks he said he expects to send out court summons to those who have ignored their notices.

The \$25 license fee ordinance which was adopted by the city council last fall, went unnoticed and caught Chicago brokers by surprise the first of the year. Insurance brokers had obtained a court injunction against a previous fee of \$35, and for nearly 10 years they had been about the only brokers not paying license fees. Penalty for violation is \$25 to \$200 for each violation, and each day of violation being considered a separate violation.

## Allstate Names Three

John MacArthur Jr. has been named to the newly created post of automobile insurance sales director of Allstate. He has been manager of the western Pennsylvania regional office at Pittsburgh. He joined Allstate in 1949 as an agent and was made a district sales manager that same year. He became sales manager at Murray Hill, N. Y., in 1952 and was named manager at Pittsburgh in 1954.

Arthur L. Brown has been promoted to assistant training director at the home office of Allstate. He joined Allstate's training division in April. After graduation in 1941 from Northwestern university, he was a sales trainer with Continental Assurance in Los Angeles and insurance educator with the Kemper group.

Howard P. Weldon Jr. has joined the home office staff of Allstate as product research manager. He was an underwriter with Aetna Fire and a special agent with the Employers Liability before joining Allstate.

## Nelson to Head Salem Office

State Farm's new northwest regional office, now going up at Salem, Ore., will be headed by Edwin B. Nelson of the western office at Berkeley, Cal. When it opens late this year or early in 1958, the Salem office will be the 15th regional headquarters.

Inland Marine Insurance Bureau filing on accounts receivable and valuable papers coverages has been approved in New Jersey, and is now applicable in all jurisdictions in which the bureau is licensed.

## General Re Creates Pacific Department, Pier Is Named Head



Mortimer D. Pier

General Re has established a Pacific department in Los Angeles to handle fire and casualty reinsurance lines, on both treaty and facultative bases, in a territory embracing seven states and two Canadian provinces.

Mortimer D. Pier, vice-president of General Re and former vice-president of Herbert Clough Inc., its reinsurance intermediary, will be in charge of the department. E. A. Burkhard will head claims.

Derek L. O'Donoghue, assistant secretary of Herbert Clough, has been advanced to secretary, and will be in charge of the operations of that company. The new department's territory includes Washington, Oregon, Idaho, Utah, Nevada, Arizona and the Canadian provinces of Alberta and British Columbia.

## Mich. Agents Distribute Driver Safety Booklets

LANSING—Michigan Assn. of Insurance Agents is supplying its members with sample copies of a publication of the Institute of Driver Behavior, Detroit, providing specific instruction to motorists in training their eyes for expert driving. Agents are being encouraged to buy the booklets in quantities for their insured as part of the association's highway safety campaign.

## Milwaukee Casualty Auditors Elect

George McMillan, Employers Mutuals of Wausau, has been elected president of newly-organized Milwaukee Casualty Insurance Auditors Assn. Other officers chosen are: Joseph Pelner, U.S.F.&G., vice-president; Kenneth Mantz, Hartford Accident, secretary; and Harold P. Pfeiffer, Travelers, treasurer.

## Organize in Huron County, Mich.

Organization of Huron (Mich.) County Assn. of Insurance Agents has been completed with the election of Charles H. Todd, Bad Axe, as president; Angus H. MacEachin, Uply, as vice-president, and Gerald Davies, Pidgeon, as secretary-treasurer.

Lewis B. Pitcher & Co., affiliate of Allied Adjusters, is moving from 15 Maiden Lane, New York, to larger quarters.

Michigan Assn. of Insurance Agents will hold its annual convention in Grand hotel, Mackinac Island, Sept. 16-18.

Earn additional income from your commercial accounts with

## Group Travel

Insurance  
for Employees

**AMERICAN CASUALTY**

COAST-TO-COAST BRANCH OFFICE SERVICE

When employees travel on company business, as millions do, they should be insured against accidents. The list of firms that have recently installed American Casualty GROUP TRAVEL insurance reads like a "Who's Who in Big Business". Custom-tailored policies. Write A. H. Kessler, V.P., Reading, Pa.

*the difference in Property Insurance is People!*



## The Adjuster—

*makes you glad you're insured by THE HOME!*

Policies may seem "all alike" to you—until you've had a fire or other insured loss.

That's when you appreciate the services of your Home Insurance adjuster.

When your own agent or broker recommends The Home to protect you, he has the adjuster in mind. He knows that The Home adjuster's objective is identical with your own—to see that your loss is paid promptly and fairly, with the least trouble and inconvenience to you.

To assure this, even after a catastrophe, The Home Insurance Company has trained and maintains a special staff ready to work 24 hours a day anywhere in the nation to speed payment to our policyholders.

As in most things—you do best when you buy the best! See your HOMETOWN agent now!

**THE HOME**  
ORGANIZED 1853



*Insurance Company*

Home Office: 59 Maiden Lane, New York 8, N. Y.

FIRE • AUTOMOBILE • MARINE

The Home Indemnity Company, an affiliate, writes

Casualty Insurance, Fidelity and Surety Bonds

A stock company represented by over 40,000 independent local agents and brokers

this advertisement appears in:

NEWSWEEK—June 10

TIME—June 10

BUSINESS WEEK—June 22

U.S. NEWS & WORLD REPORT—June 21

AMERICAN HOME—July

BETTER HOMES & GARDENS—July

NATION'S BUSINESS—July

## Commission Named to Revise Arkansas Code

LITTLE ROCK—Governor Faubus has appointed the state's new insurance code commission, created by the 1957 legislature, to recodify Arkansas insurance laws. The commission is to bring its proposed code before the 1959 general assembly for adoption.

The governor's appointments were made from nominations submitted by various groups within the insurance business. Named were: Edwin F. Jackson, Little Rock attorney and assistant counsel for National Old Line Life, to represent the life company interests; former Arkansas Commissioner M. J. Harrison, Little Rock attorney, representing the mutual fire and casualty interests; James I. Teague, also a Little Rock attorney and Arkansas counsel for National Board, representing stock fire and casualty company interests; and Louis Rosen, Little Rock local agent and a past president of Arkansas Assn. of Insurance Agents who represents local agents. The fifth member of the commission is Insurance Commissioner Harvey G. Combs, serving in an ex-officio capacity.

The new commission is expected to confer with Robert D. Williams, Seattle insurance attorney and a specialist in insurance recodification work, Commissioner Combs said. It is probable that the commission may employ Mr. Williams to undertake the revision job under the appropriation made by the legislature last February, he continued.

## FTC Hears Appeal in Federal L.C. Case

Federal Trade Commission has heard oral arguments by its lawyers supporting the false A&S advertising complaint against Federal Life & Casualty of Battle Creek on their appeal from Examiner Hier's initial decision that FTC lacked jurisdiction in the case. The commission took the matter under advisement.

John W. Brookfield of the FTC legal staff said Mr. Hier should be overruled or reversed. Frank E. Cooper, Detroit attorney representing Federal Life & Casualty, said the states where the company is licensed have laws governing life companies.

## Minn. WC Rates to Be Boosted 5.8%

ST. PAUL—Workmen's compensation insurance rates in Minnesota will be increased 5.8% on new and renewal business effective Aug. 1, as the result of a .3% reduction in the rate level due to experience in the last year applied against the 6.1% increase resulting from expanded benefits authorized by the recent legislature.

The rate changes by industry groups will be 1.5% in manufacturing; 6.7% in contracting, and 8.3% in all other groups. The number of reviewed classifications increased from 294 to 458 between 1956 and 1957. About 510 different classifications are used in Minnesota each year.

## Pacific Employers Makes Three Claim Appointments

Pacific Employers has made claims appointments at Kansas City and Atlanta and has named a resident adjuster at St. Louis.

Robert R. Ham has been named claims superintendent at Kansas City. He has been with Pacific Employers since World War II, having served in claims and as resident adjuster at Wichita. Named assistant claims superintendent at Atlanta was Arthur D. Jakatis. He has been an adjuster there since 1952. Lloyd G. Fanger has been named to the St. Louis post. He has had six years of claims work with Transit Casualty and American National.

## Ill. Brokers Discuss Business Continuation

Insurance Brokers Assn. of Illinois at the June luncheon meeting heard John H. Smalley, McKinney, Carlson, Leaton & Smalley insurance law firm of Chicago, and Richard Aranow, tax counsel for Continental Casualty, discuss legal arrangements and tax problems to be considered in continuation or disposition of a brokerage business upon death or retirement.

Unless plans are made from the very inception of the business for its continuation upon retirement or death of an individual, Mr. Smalley said, the value of its expirations and goodwill may diminish or dissipate entirely. He concluded that a carefully drawn written "buy-sell" agreement, backed up by life insurance, is the best practical solution to the problem, regardless of whether the business is set up as an individual proprietorship, partnership, or corporate enterprise.

Mr. Aranow concurred, and added that the value of a brokerage may be determined either by a formal appraisal or by a written offer from someone interested in buying the business.

In either case he said, the value should be as low as possible for tax purposes, since tax men will otherwise place on the business as high a value as possible.

## Open Insurance Personnel Agency at Kansas City

Girl Friday, a personnel organization to handle all local agency mechanical operations, has been organized at Kansas City with offices at 521 Lathrop building. Henry Teicher, formerly state agent for Phoenix of Hartford, is manager and Dorothy Van Doren is office manager. Mr. Teicher has been in insurance for 25 years and is a past president of Missouri Fire Underwriters Assn. Miss Van Doren has been a president of Kansas City Insurance Women's Assn.

Brown Bros. Adjusters has opened an office at Seattle with Albert P. McMahan in charge. He has been with Brown Bros. since 1945, most recently as adjuster in charge at San Luis Obispo.

## Wis. Mutual Agents Name Durante to Helm

Michael Durante of Milwaukee was elected president of Wisconsin Assn. of Mutual Insurance Agents at the annual convention attended by several hundred agents at Elkhart Lake. He succeeds W. E. Koehler of Cedarburg.

Other new officers are: Edward Scheibe, Wrightstown, vice-president; Eugene Zarek, Burlington, secretary; and Adolph Heisdorf, Sheboygan, treasurer.

Speakers included Lloyd J. Yaude, secretary of Wisconsin Mutual Insurance Alliance, who reviewed insurance legislation; Paul Duboc, Shelby Mutual agency manager; Thomas Hill, insurance publisher; R. L. Jacobs, president of Citizens Mutual, and Robert Doucette, Milwaukee.

## F. C. Carroll Advanced by National Union

Frederic C. Carroll has joined National Union and has been elected assistant vice-president to supervise the home office production department.

Mr. Carroll entered insurance with National Fire as a field man and was named assistant secretary in charge of the territory in 1950. He supervised activities in the Canadian department, 1953-56, and recently had been assistant manager of the western department at Chicago.

## GO NORTHWESTERN



### for the benefit of effective advertising

In personal contacts, through the mails, in newspapers, over the air... however it fits into the sales picture, advertising material supplied by Northwestern can do a profitable job for you. Almost a hundred different pieces are available, imprinted and without charge.

Send for your copy of Blackboard Review, an informative booklet on the Commercial Property Coverage. Write to Northwestern Mutual Insurance Company, 217 Pine Street, Seattle 1, Wash.



**NORTHWESTERN**  
MUTUAL INSURANCE COMPANY  
FIRE • CASUALTY • AUTO  
HOME OFFICE • SEATTLE • WASHINGTON

Chicago Columbus Dallas Denver Houston Los Angeles Missoula New York Oklahoma City  
Phoenix Portland Raleigh Salt Lake City San Diego San Francisco Spokane St. Louis  
Canada: Vancouver Calgary Edmonton Saskatoon Winnipeg

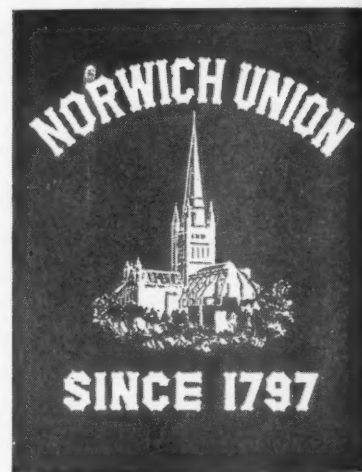
Formerly Northwestern Mutual Fire Association

Investigate our simplified program for insuring

## School Property

Here's a great door-opener and prestige-builder for agents who want to serve schools. The School Property Floater insures Sports Equipment and Uniforms; Band Equipment, Uniforms and Musical Instruments; Cameras and Photographic Equipment; Theatrical and Laboratory Equipment; Libraries and Fine Arts. Write T. Ogburn, V.P., Reading, Pa.

**AMERICAN CASUALTY**  
COAST-TO-COAST BRANCH OFFICE SERVICE



## Service Guide

### The LAWRENCE WILSON COMPANY

Managing General Agents  
"Unexcelled Insurance Facilities"  
SERVICE TO LOCAL AGENTS  
AND BROKERS EXCLUSIVELY  
First National Bank Bldg., Tulsa 3, Okla.

### ROBERT I. BUSHNELL

Management Consultants  
to Insurance Organizations  
Haydens Hill Road Fairfield, Connecticut  
Clearwater 9-8852

### N. Madison Cartmell

and Associates  
(Successors to Harold C. Pennicke)  
Consultants to  
Insurance Company Managements  
159 East 49th St. New York 17, N. Y.



## 600 at L. A. I-Day Study NAIA Ad Plans

More than 600 insurance men and women attending Los Angeles I-Day studied the proposed national advertising campaign of National Assn. of Insurance Agents and saw a film describing the campaign presented by Franklin E. Schaffer, vice-president of Doremus & Co. advertising agency. The program was sponsored by Insurance Agents Assn. of Los Angeles.

Opening speaker was B. Franklin Knapp, Fresno, immediate past president of the state association, who discussed the need for modern merchandising methods in the competition between members of the American agency system and the direct writers, and outlined the advantages of the advertising program to be launched by NAIA.

Mr. Knapp outlined the size of the agents' market, defined the nature and broadness of his product and listed the advantages of the tools available to him to aid him in selling the product. He discussed the need for modern merchandising methods to overcome competition offered by direct writers.

A. N. Bushnell Jr., Walter Shell, and John Tracy, conducted a panel discussion of "Automobile Insurance—1957 Model." Mr. Bushnell observed that in the face of increasingly severe competition from direct writers and steadily increasing costs of doing business, there is no room for rate reductions. Mr. Tracy listed two steps to improve the status of the agent in the current competition: First, he said, is the joint venture of agent and underwriter in accepting only quality business, and secondly the elimination of waste. But the most important element in winning the battle is the quality of service provided. Agents, he emphasized, should strive to make the services which they offer increasingly better and so overcome competition.

Featured speaker was Joseph E. Neuman, chairman of the special automobile insurance committee of NAIA, who instead of decrying the nuisance value of competition, listed its advantages, and said the organized agents are now being put to the test of whether or not they can stand up in a world of serious stiff competition.

## New County Board in Ohio

WOOSTER, O.—A county board, under the name of Independent Insurance Agents of Wayne County, has been organized here with 24 agency members. Ivan Steiner Jr. of Wooster was elected president, R. E. Miller, Orville, vice-president and R. M. Anderson, Wooster, secretary. T. M. Gray, secretary Ohio Assn. of Insurance Agents, assisted in the organization and spoke on legislative problems.

## Firestone Agency Reorganized

The Firestone agency of Chicago has been reorganized and the name is now Bowes, Firestone & Co. The agency remains associated with W. A. Alexander & Co. agency in the Field building. J. Channon Bowes has been elected president and George F. Firestone vice-president. S. P. Johnston remains as treasurer, and the new life department is headed by Dean R. Mack, formerly with Continental Assurance.

George H. Bovington has become a partner in the insurance law firm of Clarke, Clarke & Albertson of Seattle, and the name has been changed to Clarke, Clarke, Albertson & Bovington.

## FIA Names Two in Chicago Changes

F. J. Goodfellow on July 1 will become assistant manager in the western regional office at Chicago of Factory Insurance Assn. At the same time, R. E. Sink will become executive assistant.

Mr. Goodfellow joined FIA in Chicago about 15 years ago. In 1948 he was transferred to Cleveland as special representative in northern Ohio, and the following year went to Detroit as field manager. He returned to Chicago in 1953 as executive assistant.

Mr. Sink started with FIA at Indianapolis in 1947, and was transferred to Chicago in 1954, where he has served since as special engineer and underwriter.

## Preferred Risk of Ark. Acquires Control of Southwest Casualty

FAYETTEVILLE, ARK.—Preferred Risk of Fayetteville has acquired control of Southwest Casualty, also of Fayetteville, according to W. M. Ritter, president of Preferred Risk, who will be in charge of operations. Personnel and agency forces of Southwest Casualty will remain intact. Operations of the two companies will be conducted from the Preferred Risk's home office. It was announced that W. C. Whitfield, who founded Southwest Casualty in 1947, will devote his time to other interests.

## Elect Brandt President of Conn. CPCU Chapter

John R. Brandt, assistant secretary of Aetna Fire, has been elected president of the Connecticut chapter of CPCU. Donald M. Witmeyer, secretary of Security-Connecticut, and Robert C. Sutherland, vice-president of John M. Sutherland agency of Naugatuck, were elected vice-presidents; John C. Alexander Jr., assistant agencies superintendent of Travelers, secretary, and Henry I. Schweppe of the Aetna Casualty research and development department, treasurer.

William H. Brown has been elected president of Roanoke Assn. of Insurance Agents. Landon Buchanan was elected vice-president and John M. Chaney secretary-treasurer.

## TE SALUTAMUS

When an ancient Roman distinguished himself, a parade was held in his honor. He rode through the streets in a chariot with a laurel wreath held over his head.



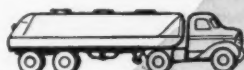
Today—as representatives of the American Agency System, BIG\* agents are performing a distinguished service in their communities. We salute you for the effective job you are doing.



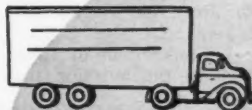
## \*BOSTON INSURANCE GROUP

BOSTON INSURANCE COMPANY  
OLD COLONY INSURANCE COMPANY

87 KILBY STREET, BOSTON, MASS.



GASOLINE



LONG HAUL

## Unusual and Hazardous Lines, Liability and Physical Damage

OFFICES TO SERVE YOU IN

Albuquerque  
Atlanta  
Dallas

Denver  
Los Angeles  
Oklahoma City

Seattle  
St. Louis  
And More To Come

Our automatic treaties combine, on a quota share basis, American Stock Companies and Lloyd's, London, providing strength and security for you and your insureds. The classes of coverage listed below are merely a few of those available to your agency.

Long Haul Trucks  
Butane and Propane  
General Liability

Anhydrous Ammonia  
Busses  
Products

## Homer Bray Service, Inc.

P. O. Box 1008

HOME OFFICE

Albuquerque, New Mexico



## Law Group to Meet in N. Y., London and on Atlantic Ocean

The insurance, negligence and compensation law section of American Bar Assn. will take place in New York, on the Atlantic ocean and in London. H. Beale Rollins of Baltimore is chairman.

The New York session at the Plaza will be July 7-10 and will start with the reception and smorgasbord Sunday. The opening panel Monday on employee welfare and retirement plans, insured and uninsured, will feature A. A. Berle Jr., professor of law at Columbia university and former Under Secretary of State; Robert Deckert, general counsel of Department of Defense, and Victor A. Lutnicki, vice-president and general solicitor of John

Hancock Mutual. The luncheon speaker will be Charles E. Whittaker, associate justice of the U. S. Supreme Court.

That afternoon Welcome D. Pierson of Oklahoma City, secretary; Leland B. Groezinger of San Francisco, chairman of the membership committee; Hugh E. Reynolds of Indianapolis, chairman of the publications division; and Raymond N. Caverly of America Fore and Price H. Topping of Guardian Life, co-chairmen of the New York meeting arrangements, will give administrative reports.

Following this, under John R. Dixon, of St. Louis, chairman, the committee on workmen's compensation and employers liability will put on a discussion of "Concepts in Lung Disease: Yesterday, Today and Tomorrow," by Dr. John P. Wyatt, professor of pathology at St. Louis university school of medicine. The committee on

casualty law under Elijah G. Poxsam Jr. of Detroit, will have a panel on products liability. Arnold B. Elkind will take the plaintiffs' side and Hobart R. Marvin the defendant's. Both are from New York.

On Tuesday John V. Bloys of Life Insurance Assn. of America will hold a meeting of his committee on life insurance law; Frank J. Creede of San Francisco a meeting of the committee on regulation of insurers. In addition there will be a meeting of the committee on rules and procedure under Richard W. Galihier of Washington, D. C., and Wayne E. Strichter of Toledo; the casualty and WC-employers liability and fidelity and surety committees; the latter under John J. Malley of National Surety.

F. Joseph O'Regan, assistant general counsel of Health Insurance Assn. of America, Chicago, will discuss time limit on defenses and incontestable provisions in relation to reinstatements, under the aegis of the H&A committee, of which C. C. Frazier of Lincoln is chairman. George I. Whitehead Jr., director of the central claims office of U. S. Aviation Insurance Group, will deal with the Warsaw convention and the Hague protocol to amend, under the aviation committee of which Suel O. Arnold of Milwaukee is chairman.

The fidelity and surety committee will have two speakers—J. Harry Cross, vice-president and general counsel of U.S.F.&G., on federal taxes—the contractor's surety and suppliers, and Gibson B. Witherspoon of Meridian, Miss., on surety's subrogation and salvage.

Francis Van Orman, vice-president and general counsel of American group, and chairman of the committee on fire insurance law, will preside at the session where George W. Clarke of Seattle will discuss business interruption insurance. Philip M. Winchester, vice-president of Allied Adjusters of New York, will deal with catastrophe losses, the organization and direction of their adjustment, under auspices of the marine and inland marine insurance committee of which John M. Aherne of the New York law firm of Bigham, Englar, Jones & Houston is chairman. This part of the program will close with election of officers and members of the council.

Tuesday afternoon Harry W. Strasburger of Dallas will discuss federal regulation of insurance. F. J. Creede is chairman of the committee on regulation of insurers. A panel on what is an adequate award will be featured by the automobile insurance law committee under Wyatt Jacobs, chairman. James A. Dooley of Chicago will represent the plaintiff and William J. Junkerman of New York, a specialist in the aviation insurance field, the defendant.

H. Clay Johnson, deputy U.S. manager and general counsel of Royal-Globe, will discuss nuclear energy liability and property insurance—the initial phase. This will be under the auspices of the nuclear energy insurance law committee of which John P. Faude, general counsel of Aetna Casualty, is chairman.

The committees on fire and automobile insurance law will meet on Wednesday at breakfast sessions. This will be followed by a panel on trial tactics under Mr. Stichter with Frederick Van Pelt Bryan, federal district judge at New York as moderator. William H. DeParcq of Minneapolis and Forrest A. Betts of Los Angeles will discuss the proper uses, misuses

## Yorkshire Elevates Falke and Charle, Grygo and Bartlet

Herman L. Wilkens has retired as secretary and treasurer of Yorkshire and is succeeded by Anthony J. Falke Jr. as secretary and Vincent J. Charle as treasurer. John A. Grygo and George I. M. Bartlet become assistant secretaries.

Mr. Falke has been assistant secretary and manager of the claims department. He is a member of the New York bar. Mr. Charle has been assistant treasurer and prior to joining Yorkshire was with the accounting firm of Peat, Marwick, Mitchell & Co.

Mr. Grygo has been manager of the automobile department and is vice-chairman of Automobile Casualty Underwriters Assn. and a member of the executive committee of Automobile Underwriters Club of New York. Mr. Bartlet has been manager of the general liability and compensation departments. He spent several years in the business in England where he was an associate of Chartered Insurance Institute.

Mr. Wilkens has been treasurer of Yorkshire 20 years and has been in the business more than 52 years. He has served as a member of the uniform accounting committee of National Board and is a charter member of Insurance Accountants Assn. and of Insurance Square Club.

and abuses of demonstrative evidence; while Harley J. McNeal of Cleveland and Leslie H. Vogel of Chicago will discuss the pros and cons of pretrial practice as viewed by trial lawyers, its advantages and disadvantages.

Commissioner Navarre of Michigan, president of National Assn. of Insurance Commissioners, will discuss insurance regulation by the states at a session aboard the *Queen Elizabeth* enroute to London. Paul J. McGough of Minneapolis will talk on "Evaluating a Negligence Case—Should it Be Tried or Settled?" Peter C. Brown, corporation counsel of New York City, will talk on negligence actions against municipalities, and Mr. Aherne will give a paper on "Inchmaree Revisited." Also on the high seas, James Dempsey of White Plains will discuss the rising tide of verdicts in personal injury cases, and Joseph H. Hinshaw of Chicago the cross examination of the witness.

In London at Grocers' Hall, the Lord Mayor of London will welcome the insurance lawyers, and Viscount Knollys will give some observations of a business executive. Sir William C. Crocker of London will discuss "A Solicitor re Insurance Adventures and Perils," and Joseph W. Henderson of Philadelphia, past president of ABA, "An American Responds."

Philip Mechem, Philadelphia, president of Assn. of American Law Schools, will moderate a panel on negligence in the U.S. and England. The English speakers at this session, which will be held at Niblett Hall, Inner Temple, will be Montague L. Berryman, member of the London bar and Sir William Crocker. The American speakers are Lewis F. Powell Jr. of Richmond and William L. Prosser, dean of the University of California law school.

General Adjustment Bureau has moved its Santa Barbara, Cal., office to new quarters at 220 West Carrillo street.

# FIRE!

## REINSURANCE—DIRECT EXCESS—CONCURRENT

Lloyd's

London

175 W. JACKSON BLVD.  
WA bash 2-7577

CHICAGO 4, ILL.  
Teletype CG 2785

GRIFFITHS,  
TATE, LTD.

## ENTHUSIASM

*The sparkling asset of all successful insurance agents*

Can you imagine a successful agent *without* enthusiasm? We've never seen one, never expect to. Enthusiasm about his service, his fellowman, himself and his future—that's the life-blood of every good agent. And we might add that enthusiasm for the companies with which he associates himself is also essential for success.

### PAN AMERICAN

Fire & Casualty  
Company



Insurance  
Company

EARL W. GAMMAGE, PRESIDENT

P. O. BOX 1662

T. EARNEST GAMMAGE JR., EXEC. V. P.

HOUSTON 1, TEXAS

May we send you our pocket-size kit on

**Accounts Receivable**  
and  
**Valuable Papers**  
Insurance?

Handy kit which fits in a coat pocket contains descriptive leaflets and applications on both coverages. One small-town (pop. 3000) agent recently wrote \$2000 in new premiums with Accounts Receivable insurance alone! "Valuable Papers" is a good companion coverage which brings bonus profits to your agency. Write T. Ogburn, Jr., V.P., Reading, Pa.

**AMERICAN CASUALTY**  
COAST-TO-COAST BRANCH OFFICE SERVICE



## \$500,000 Loss in N. J. Lumber Yard Fire

The fire which destroyed the Millhurst Mills Lumber Yard near Freehold, N. J., will cost insurers around \$500,000. The loss of the warehouse alone has been estimated at \$200,000. It contained building supplies.

At the time of the fire the company was being run by office personnel and supervisory employees. Some 20 yard workers were on strike and picking the premises.

## Hartford A.&I. Names Four in N.E. Claims

Hartford Accident has appointed four claims managers in New England—James W. Charron at New Britain and John McGill at New Haven, Conn.; John Faherty at Worcester, Mass.; and William B. Shea at Rochester, N. H.

Mr. Charron moves to New Britain from Rochester. He joined the company in 1947. Mr. McGill formerly was claims manager at Waterbury, Conn. He also joined the company in 1947. Mr. Faherty has been with the company since 1941 and has served at Boston and Youngstown, O. Mr. Shea began his career with Hartford Accident in 1929. He formerly was assigned to Glens Falls, N. Y.

## Kiefer, Aetna Fire V-P, Addresses Graduates

Harold B. Kiefer, vice-president of Aetna Fire group, was the speaker at the luncheon concluding the group's 20th multiple line training school for agents in Hartford.

Conducted by Howard H. Brown, educational director, the course is devoted to personal and commercial lines covers the fundamentals of fire, inland marine, casualty, and bonds and is split into two sections running a total of seven weeks. Twenty-one agents from 13 states were graduated.

## Underwriters Adjusting Names Lindquist in Minn.

D. J. Lindquist has been appointed manager at Austin, Minn., for Underwriters Adjusting with offices in the Hirsh building. He has been with Underwriters at Minneapolis for six years.

## Ohio Dept. Gains Cabinet Status

Gov. O'Neill of Ohio has signed a bill making the insurance department an independent body and giving it cabinet status. Superintendent A. I. Vorys is head of the department.

## Taylor to Giesy & Greer

F. G. Taylor of the claims department of Gould & Gould at Seattle on July 1 will join Giesy & Greer, independent adjusters, to establish a branch office at Coos Bay, Ore. Mr. Taylor joined Gould & Gould in 1948 and before that had adjusting experience with Employers Liability, General Adjustment Bureau and General Casualty.

## Central Surety Names Groninger

Groninger & Co. of Seattle has been appointed agents in Washington and Alaska for Central Surety (Homeland department). Groninger & Co. will handle all lines in Washington and fidelity, surety, casualty and automobile in Alaska.

Standard Accident and Planet have changed the name of their safety engineering department to "engineering department" and have revised titles of staff members. Henceforth, safety engineers will be known as engineering representatives and supervising safety engineers as supervisors, engineering department.

Greater Lockport (N.Y.) Insurance Women's Club held its first bosses' night with Mrs. Herbert S. Brewer, retiring president, in charge. Guests included James DeLange, president of Lockport board; Mr. Brewer, executive vice-president of New York State Assn. of Insurance Agents; and Victor T. Ehre, president of Buffalo and Mrs. Ehre. Mrs. Brewer also installed the new officers—Mrs. Ethel Davis, president; Miss Lucy Morello, vice-president; Miss Loraine Sinclair, recording secretary; Miss Inez Gaude, corresponding secretary, and Miss Ruth Carner, treasurer. Mrs. Betty Day and Mrs. Christine Beers are new members of the executive committee.

## DIRECTORY OF RESPONSIBLE INDEPENDENT ADJUSTERS A

### CALIFORNIA

#### W. C. QUIGG & ASSOCIATES

248 Spreckles Theatre Bldg., San Diego 1, Calif.  
Telephone BE 2-5138

Service Office: 120 N. Orange Ave., El Cajon

Telephone HI 4-3139

ADJUSTMENTS — ALL LINES

Member Calif. Assoc. Independent Adjusters



SERVING MOST OF SOUTHERN CALIFORNIA

• San Bernardino—458 'D' STREET  
• Riverside—2880 MAIN STREET  
• Santa Ana—2021 NO. MAIN STREET  
• San Jose—130 E. MAIN STREET

Jack Hill & Company

### FLORIDA

#### RAYMOND N. POSTON, INC.

159 S. W. 8th St. Miami, Fla.



BRANCHES

FT. LAUDERDALE  
531 1/2 S. Andrews Avenue  
PALM BEACH AREA  
16 N. L Street Lake Worth  
KEY WEST  
415 Fleming Street  
ST. PETERSBURG  
486 1st Ave.

### ILLINOIS

#### E. S. GARD & CO.

Adjusters

CHICAGO-LAND CASUALTY CLAIMS

★ ★ ★ ★ ★

175 W. Jackson Blvd., Wabash 2-8880

#### JAMES J. HERMANN CO.

175 W. Jackson, Chicago

Harrison 7-9381

Aurora, Ill.—Merchants Nat'l.  
Bank Bldg.—Aurora 6-5138  
Waukegan, Ill.—116 N. Genesee St.  
Majestic 1-4540  
Joliet, Ill.—Morris Bldg.  
Joliet 6-3513  
Ottawa, Ill.—Central Life Building  
Ottawa 1474

#### JOHN H. HUNT & CO.

330 So. Wells St. Chicago 6, Ill.

Investigators and Adjusters

ALL CASUALTY LINES

Servicing Chicago & vicinity, Waukegan, Ill., Gary, Hammond and Northwestern Ind.  
Elmhurst Branch: Waukegan Branch: Gary Branch:  
118 S. York 215 W. Water St. 1228 W. 5th St.  
Tel. TE 4-9480 Tel. DELTA 6-8822 Tel. Turner 2-9338  
24 Hour Service  
Phone Harrison 7-0153 Night: Terrace 4-7840

J. R. McGowan, Pres.

#### THOMAS T. NORTH, INC.

Adjusters All Lines

Phone Harrison 7-3230

175 W. Jackson Blvd., Chicago 4



J. L. FOSTER & R. K. FOSTER

Insurance Adjusters

First National Bank

Building

Springfield, Illinois

Tel. 8-7555

Fire Inland Marine Casualty

### LIVINGSTONE

#### ADJUSTMENT SERVICE

619 E. Capitol Ave., Springfield, Illinois

Branch Offices: Decatur — Mattoon —

Mt. Vernon — Belleville — Quincy

Covering Central and Southern Illinois

All Lines of Fire & Casualty

#### CHICAGO SUBURBAN

#### CLAIMS SERVICE

Adjusters

State 2-4803

100 N. LaSalle St.

Chicago 2, Ill.

### INDIANA

#### JOHN H. HUNT & CO.

330 So. Wells St. Chicago 6, Ill.

Investigators and Adjusters

ALL CASUALTY LINES

Servicing Chicago & vicinity, Waukegan, Ill., Gary, Hammond and Northwestern Ind.

Elmhurst Branch: Waukegan Branch: Gary Branch:

118 S. York 215 W. Water St. 1228 W. 5th St.

Tel. TE 4-9480 Tel. DELTA 6-8822 Tel. Turner 2-9338

24 Hour Service

Phone Harrison 7-0153 Night: Terrace 4-7840

### NEVADA

#### R. L. GRESHAM & CO.

Multiple Line Adjusters

312 North 5th Street Las Vegas, Nev.

8 Adjusters Servicing 150 Mile Radius.

### NEW YORK

In the Insurance Industry

#### WORK means SERVICE

Ralph A. Work,

General Adjuster for the Companies

132 Nassau St. WO 2-3913

24-HOUR SERVICE—Residence Phone RA 9-2966

### NO. & SO. DAKOTA

#### AMERICAN ADJUSTERS

P. O. Box 435 Aberdeen, So. Dakota

Office Phone 3092

Night Phone 3114 and 7470

All Casualty, Auto, Fire and Allied Lines

Since 1944 throughout Southern 1/2 of North

Dakota and Northern 1/2 of South Dakota.

### OHIO

#### O. R. BALL, INC.

Fire — Inland Marine

Allied Lines

1544 Hanna Building

Cleveland 15, Ohio

Phone SUPERIOR 1-7850

Night Phones: MONTROSE 3-7864

FLORIDA 1-5095

#### THOMAS D. GEMERCHAK

Insurance Adjustments

All Lines

416 Citizens Bldg., Cleveland 14, Ohio

Phones Off. Su. 1-2686 — Res. Fa. 1-9442

### OKLAHOMA

#### C. R. WACKENHUTH AND SON

C. R. WACKENHUTH R. C. WACKENHUTH

ADJUSTERS FOR THE COMPANIES

ALL LINES

301 Mid-Continent Bldg., Tulsa, Oklahoma

Phones LU 2-5460 GI 7-3850

### UTAH-IDAHO

#### SCOTT WETZEL CO. UTAH-IDAHO INSURANCE ADJUSTERS

428 So. Main - Salt Lake City, Utah

Tandy & Wood Bldg. - Idaho Falls, Idaho

Sonnenkalb Bldg. - Pocatello, Idaho

### TORONTO-CANADA

#### ADAMSONS, LTD.

Established 1894

Fire-Inland Marine-Casualty

& Auto-ADJUSTERS

10 Lines to Serve you.

Our cars are equipped with radio

for fast efficient service.

Phone: EMPIRE 3-6223

9 Wellington St., East Toronto 1



FIRE

INLAND MARINE  
FIDELITY & SURETY  
ACCIDENT & HEALTH  
GENERAL LIABILITY  
PLATE GLASS  
AUTOMOBILE  
BURGLARY



ORGANIZED in 1880, IOWA STATE is the oldest organization of its kind in the world. Reputable, strong and experienced, it offers to the white-collar worker a modern accident insurance coverage tempered with old fashioned friendliness and consideration... and at a cost consistent with the most modest budget.

Iowa State  
TRAVELING MENS  
ASSOCIATION  
DUTTON STAHL, President  
DES MOINES, IOWA

# The NATIONAL UNDERWRITER



The National  
Weekly Newspaper of  
Fire and Casualty Insurance

## EDITORIAL OFFICE

17 John St., New York 38, N. Y.  
Executive Editor: Kenneth O. Force.  
Assistant Editors: John B. Lawrence Jr.  
and Robert Young Jr.

## CHICAGO EDITORIAL OFFICE

175 W. Jackson Blvd., Chicago 4, Ill.  
Managing Editor: John C. Burridge.  
Assistant Editors: Richard J. Donahue,  
Richard Ebel, and Philip F. Van Pelt.  
Production Editor: George H. Downs.

## ADVERTISING OFFICE

175 W. Jackson Blvd., Chicago 4, Ill.  
Telephone Wabash 2-2704  
Advertising Manager: Raymond J. O'Brien

## SUBSCRIPTION OFFICE

420 E. Fourth St., Cincinnati 2, Ohio.  
Telephone Parkway 1-2140

## OFFICERS

Howard J. Burridge, President.  
Louis H. Martin, Vice-President.  
John Z. Herschede, Secretary-Treasurer.  
420 E. Fourth St., Cincinnati 2, Ohio.  
Telephone Parkway 1-2140.

## SALES OFFICES

ATLANTA 3, GA.—423 Hurt Bldg., Tel. Murray 8-1634. Fred Baker, Southeastern Manager.

BOSTON 11, MASS.—207 Essex St., Rm. 421, Tel. Liberty 2-1402. Roy H. Lang, New England Manager.

CHICAGO 4, ILL.—175 W. Jackson Blvd., Tel. Wabash 2-2704. O. E. Schwartz and A. J. Wheeler, Chicago Managers. R. J. Wiegand and William D. O'Connell, Resident Managers.

CINCINNATI 2, OHIO—420 E. Fourth Street, Tel. Parkway 1-2140. Chas. P. Woods, Sales Director; George C. Roeding, Associate Manager; Arthur W. Riggs, Statistician.

DALLAS 1, TEXAS—706 Employers Insurance Bldg., Tel. Riverside 7-1137. Alfred E. Cadis, Southwestern Manager.

DENVER 2, COLO.—234 Commonwealth Building, Tel. Amherst 6-2725. Fred L. White, Rocky Mountain Manager.

DES MOINES 9, IOWA—327 Insurance Exchange Bldg., Tel. Atlantic 2-5906. D. J. Stevenson, Resident Manager.

DETROIT 26, MICH.—613 Lafayette Bldg., Tel. Woodward 5-2305. William J. Gessing, Manager for Indiana and Michigan.

INDIANAPOLIS 29, IND.—5634 N. Rural St., Tel. Clifford 3-2576. William J. Gessing, Manager for Indiana and Michigan.

MINNEAPOLIS 2, MINN.—1038 Northwestern Bank Bldg., Tel. Federal 2-5417. Howard J. Meyer, Northwestern Manager.

NEW YORK 38, N. Y.—17 John Street, Room 1401, Tel. Bekman 3-3958. J. T. Curtin and Clarence W. Hummel, New York Managers.

NEWARK 2, N. J.—10 Commerce Ct., Tel. Market 3-7019. John F. McCormick, Resident Manager.

PHILADELPHIA 9, PA.—123 S. Broad St. Room 1227, Tel. Pennypacker 3-3706. Robert I. Zoll, Middle Atlantic Manager.

ST. LOUIS 2, MO.—221 Pierce Bldg., Tel. Chestnut 1-1634. Geo. E. Wohlgemuth, Resident Manager.

SAN FRANCISCO 4, CAL.—523 Market St., Tel. Exchange 3-9654. Richard G. Hamilton, Pacific Coast Manager.

## CHANGE OF ADDRESS

Be certain to enclose mailing label with new address. Allow four weeks for completion of the change. Send to subscription office, 420 E. Fourth St., Cincinnati 2, Ohio.

## EDITORIAL COMMENT

### Labor More Friendly Toward Insurance

It is gratifying to see a responsible labor leader expressing the view that labor today is more sympathetic and receptive to the institution of private insurance than ever before. The man who said this is Jerome Pollack, program consultant in the social security department of the United Automobile Workers union. He told the recent international insurance conference at Philadelphia that people who think labor wants something for nothing seriously underestimate labor's concern for economic security. In fact, he said, labor is willing to pay its fair share, along with management, to guarantee the additional security workers feel they need. And labor hopes that much of the gain can be found by cooperating with private insurers.

If what Mr. Pollack says goes for the labor movement in general, then it is good news indeed.

Perhaps labor is gaining a greater realization that the best road to security for the average workingman is the one marked "private insurance." Surely many union leaders know that "there is no such thing as free lunch," that constantly expanding social security benefits (particularly in election years) are going to cost plenty in the long run, with workers feeling the bite along with the rest of us.

The life insurance industry's sensible argument that social security benefits should provide only a "floor" on which private insurance plans can be built may be striking home to some of those labor leaders who have been

urging higher social security coverage for so long.

The great increase in group life and A&S programs for working people can't help but spread the message of private insurance among them. They are learning that it is good to do business with reputable insurers which can pay claims and make policy changes quickly and efficiently, without the slow and complicated processes found in red-taped government systems.

The insurance industry is proving constantly that it is eager to fill gaps in coverages, not only for workers and their families but for everyone. Major medical, A&S for older people and continued coverage for retirees are excellent examples.

Mr. Pollack said private insurance should use its flexibility, which the government lacks, to make bold experiments in coverages.

Well, the insurance business knows it, and is doing something about it.

Union people will not be disappointed if they put their faith in private insurance because new developments are being made all the time.

The insurance business will benefit, too. More group business will be written on working people to meet their demand for greater protection and security. At the same time, a heightened awareness of the value of private insurance will make many workers good prospects for individual plans written by life and A&S agents.—John B. Lawrence Jr.

### FTC's Strategy of Desperation

In a last-ditch, do-or-die effort, the Federal Trade Commission now has come to grips with the state insurance department that is generally regarded as having the strictest and most strictly enforced standards of any state. FTC Examiner Loren Laughlin has held that the advertising of Commercial Travelers Mutual Accident Association of Utica, N. Y., overstated policy benefits and soft-pedaled restrictions and that the New York department failed to prevent it.

The fact that FTC is attacking insurance regulation of New York's quality and a company of Commercial Travelers' integrity and high reputation is all the evidence anyone should need that the commission is reduced to desperation measures in its effort to impose its authority on the insurance business. Moreover, there can no longer be any reason to believe—if there ever really was—that the FTC was "just doing its job" in filing complaints against various insurers, and was not really interested in expanding the already tremendous scope of its jurisdiction.

In the American Hospital & Life case and more recently in the National Casualty decision, the federal appellate courts told the FTC that if the states are regulating the insurance business the McCarran act leaves no room for the "concurrent jurisdiction" theory advanced by FTC in asserting

its authority over the business of insurance when conducted interstate.

In the light of these two decisions, about the only course left for FTC's power-drive to take was to try to prove that even where state regulation is operating, it is not doing a good enough job and consequently, of course, the Federal Trade Commission should jump in and do the job right.

Though it is obviously a strategy of desperation, the FTC attack on the high standards of New York supervision and the high quality of Commercial Travelers' basis of operations has this much to commend it, from the FTC's standpoint: If FTC can persuade the courts that New York's standards of regulation and Commercial Travelers' standards of conduct are so deficient that the FTC should be permitted to take over, then the FTC undoubtedly feels that the rest of the states and companies could be bowled over like so many ninepins. On the other hand, working up the scale, from the poorest quality of state regulation and lowest standards of company practice could be a long fight that might eventually lose out even after successive victories in states accounting for only a small volume of insurance.

True, the other side of the New York gamble is the much greater risk of FTC defeat, in the light of the type of regulation and the quality of company that the commission is attack-

ing. But it seems likely that the FTC people are not only desperate but plenty tired and would like to get the matter settled as promptly as possible, whether fate has a victory or a defeat up her sleeve.

Regardless of the outcome, it at least will be a real battle of the heavyweights, with each side fully aware of how much depends on the outcome, and well equipped to make it the battle of the century.—Robert B. Mitchell, executive editor, Life Insurance Edition.

## PERSONALS

**R. A. Hubbard**, newly elected vice-president of Pennsylvania Fire, Commonwealth of New York, and Mercantile, also is vice-president of Central Surety and a secretary of North British group. He formerly was secretary of the group companies he now serves as vice-president.



R. A. Hubbard

Mr. Hubbard entered insurance with American Surety in 1934. He went from that company to Central Surety as executive assistant in 1947. He is a director of the Guaranty State Bank of Beloit, Kan.

**Harry V. Carlier**, secretary of Northern of London and past president of Insurance Advertising Conference, underwent major surgery last week in Staten Island hospital.

**Raymond N. Caverly**, retired vice-president of America Fore, is general chairman of the meeting June 27-29 of New York State Bar Assn. at Saranac Lake, and **Fred S. Benson** of Lumbermens Mutual Casualty is chairman of the entertainment committee.

**Stanley F. Withe**, secretary of Aetna Casualty, will retire July 8. He has been with Aetna Life group for 37 years, and since 1942 has been head of public education, advertising and publicity activities. A former member of the Connecticut legislature, he is a charter member and past president of Insurance Advertising Conference, and a member of the Hartford and New York advertising clubs.

**Robert Brannin** of Starkville, the new president of Mississippi Assn. of Insurance Agents was construction engineer for 22 years, before joining his wife, Mrs. Kittie Sue Brannin in insurance in 1945. Active in civic work, he formerly was chairman of the subcommittee on community development of Mississippi Economic Council. He previously was vice-president of the Mississippi association.



Robert Brannin

**Wilmot M. Smith**, vice-president of Aetna Casualty and head of the fidelity and surety department for nearly 35 years, is retiring. He entered insurance 50 years ago, and joined the company at New York in 1912, when he organized and became manager of its first branch of-



fice fidelity and surety department. Transferred to the home office in 1923, he was appointed secretary of fidelity and surety, named secretary of the company the following year, and advanced to vice-president in 1926. A director of Standard Fire, Mr. Smith is a past chairman of the executive committee of Surety Assn. of America, and a former vice-president and director of Bureau of Contract Information.

**Robert B. Douglass**, local agent of Potsdam, N. Y., and Mrs. Douglass, have returned from a vacation cruise abroad the Italian liner Castel Felice. He is an executive committee member of New York State Assn. of Insurance Agents.

**Willard Crotty** of the Ellis-Smith agency of Dallas has been named "insurance man-of-the-year" by Dallas Assn. of Insurance Agents. He was given the G. Mabry Seay award for having made the most outstanding contributions in community and civic affairs and in the insurance industry. Mr. Crotty's selection adds another distinction to the Ellis-Smith agency. Two other executives, **Dallas Smith** and **Porter Ellis**, are president of National Assn. of Security Bond Producers and member of the National Assn. of Insurance Agents executive committee, respectively.

**Frank J. Quinn**, Lexington (Ky.) adjuster and former Louisville manager of Western Adjustment, is satisfied that his number was not up when he was struck by lightning on the golf course at Lexington Country club. One member of the foursome he was in was killed and another critically injured. Mr. Quinn suffered a slightly burned arm.

**Lewis J. Lieberthal**, local agent at Ironwood, Mich., has been elected president of Upper Peninsula Board of Realtors and has been presented with a certificate of merit from Michigan Real Estate Assn. "in recognition of his long and faithful service . . . having served . . . with distinction and great credit to his clientele and to his real estate board."

**Edward Gallahue**, president of American States, has been awarded an honorary degree from Earlham college, for distinguished service in the improvement of physical, mental, and spiritual health. He is a former president of Indiana Assn. for Mental Health, and was given the doctor of humane letters degree at the recent college commencement.

## DEATHS

**ARTHUR J. HUNTHAUSEN**, 59, secretary of the Crane agency of St. Louis and with the organization for about 40 years, died of a heart attack Monday on his way back to the office from lunch.

**FRANK E. FRENCH II**, 71, agent at Riverdale Mich., died.

**HALLIE A. MITCHELL**, 67, owner of the Mitchell agency of Indianapolis, died in his home.

**MARIANO NIEVES-HIDALGO**, 61, superintendent of insurance of the Commonwealth of Puerto Rico, died in San Juan.

**REXFORD E. PERKINS**, 66, suburban underwriter of Aetna Fire group in New York, died of a heart attack in Meadowbrook hospital in Meadowbrook, Long Island. Rated the oldest

active employee of the group, he had been with Aetna Fire more than 48 years.

**SEABURY D'ESPARD**, 80, former executive assistant of General Adjustment Bureau in New York, and at one time GAB manager in Washington, D. C., died of a heart attack in St. Elizabeth's hospital in New York. He retired from GAB in 1952.

**FRANK MATHER SMALLEY**, 80, retired president of Glens Falls, died in Glens Falls hospital. At the time of his death he was a director of the hospital, and president of Glens Falls Saving & Loan Assn. He retired as president of Glens Falls 15 years ago.

**EMANUEL BOCHNER**, 56, manager of city and suburban fire underwriting of John C. Weghorn agency of New York, died of a heart attack there. He had been with the firm nine years.

**EARL E. MICHENER**, 68, secretary-treasurer of the Watt agency of Cleveland, died. He had been with the agency for 22 years.

**C. DALE HORNER**, 66, president of Mansfield Mutual Fire, died in Mansfield General hospital. He had been with the company since 1918, becoming president in 1945 when he succeeded J. M. Cook. Before joining Mansfield Mutual, Mr. Horner was an instructor at Brown's business college of Jacksonville, Ill.

**VICTOR E. DAWSON**, 71, retired engineer of the Behrendt-Levy agency of Los Angeles from 1914 until he retired in 1950, died.

**LESLIE J. ANDERS**, 60, an agent at Townsend, Mont., since 1943, died.

**WILLIAM ZIEGLER JR.**, 51, attorney of Aetna Fire, died in Methodist hospital in Brooklyn.

**EDWIN H. SOHMER**, 72, a partner in William Sohmer & Co., insurance underwriters of New York City, died following a fall from the roof of his apartment building there.

**F. KENNETH ALLSTON**, 63, president of Allston Associates, insurance and financial advertising agency of New York City, died at his home in Huntington, Long Island.

## Ky. WC Rates to Drop Average 6.7% June 30

Workmen's compensation rates for Kentucky will be decreased an average 6.7% effective June 30 for all industries except coal mining, for which rate reductions went into effect Jan. 1. The change will result in savings to Kentucky policyholders estimated at more than \$600,000.

Average reduction by industry group are: Manufacturing 10.1%; contracting 2.0%, and all others 7.6%. Within each group, percentage of change will vary by classification depending on experience. Seventeen classifications will require an increase in the basic rate under the new changes, but experience rating may still be used on an individual risk basis within these classifications.

## Jens James & Co. Partner

Arthur M. Jens Jr. has been named a partner and member of Fred S. James & Co. of Chicago.

Mr. Jens, who was admitted to the bar in 1938, joined James & Co. at Chicago in 1947. Previously he had been secretary and assistant treasurer of Trans-World Airlines in Kansas City.

## David Forbes Honored on His Retirement

LANSING—David A. Forbes, former Michigan commissioner and for many



David A. Forbes

years prominent as an agent in Michigan, was honored at a testimonial dinner last week on the occasion of his retirement from active business. Some 50 department representatives, company officials and agents and friends were on hand.

John Carton, president of Wolverine and Federal Life & Casualty, was toastmaster and introduced Commissioner Joseph A. Navarre, Mr. Forbes' successor; Chief Justice John Dethmers of Michigan supreme court, and John Belknap, Mr. Forbes' long-time partner in the agency business.

Mr. Forbes told some of his plans for his retirement, explaining he intends to spend his summers at his cottage at White Lake near Muskegon and his winters at a home he plans to build at Sarasota.

Mr. Forbes is a past president of National Assn. of Insurance Commissioners and Michigan Assn. of Insurance Agents.

## O. WC Monopoly Rates Cut

COLUMBUS—Reductions in Ohio state monopoly workmen's compensation rates of 5.25% go into effect July 1. The rates are reduced in 202 classifications and increased in 35. There are no changes in five classifications.

The rate reductions will mean a difference of \$8 million in premiums next year, it is estimated.

## Pa. Defeats Union Welfare Fund Bill

A bill to bring union health and welfare plans under the regulation of the Pennsylvania insurance department by requiring registration and reports of all such plans was killed just prior to adjournment when the state senate, by a vote of 27 to 18, sent the measure back to the insurance committee. The bill, which would have set up an advisory council to make recommendations to the commissioner in administration of the fund registration, earlier passed the house unanimously.

Prior to recommitment of the bill Sen. Wade of Cumberland offered amendments to eliminate single employer groups from the reports, and limit the measure to Taft-Hartley union type cases which have come in for criticism.

Pennsylvania Assn. of Life Underwriters opposed the measure, but said it would not object to discretionary controls vested with the insurance department to probe plans when questions are raised as to their operations. The bill covered too much territory. The reports required by the bill would have imposed unnecessary expenses on companies having well-functioning systems, the association said.

Backers of the original measure said it had the support of Pennsylvania Federation of Labor and State CIO Council.

Earlier story on page 10.

Rockingham County (S. C.) Underwriters Assn. has elected E. C. Merriks, Reidsville, president; Mert Warren, Leaksville, vice-president; C. R. Myrick, Reidsville, secretary-treasurer, and Joseph Sasser, Reidsville, national and state committeeman.

# Celina-ize

## YOUR AGENCY

### National Mutual and Celina Mutual

Let These Versatile Agency Companies  
Help You Increase and Protect YOUR Business

- ★ Liberal Commissions
- ★ Truly Competitive Rates
- ★ Multiple Peril Facilities
- ★ Standard Policies—Dividend or Deviating Basis
- ★ Prompt and Courteous Service to You and Your Insured wherever You Are.
- ★ Friendly Companies, Financially Strong and Dedicated to the American Agency System

Agency Contacts Solicited in Ohio, Indiana, Kentucky, Maryland, Michigan, Pennsylvania, West Virginia, and Virginia

The  
NATIONAL MUTUAL  
INSURANCE COMPANY

Write - Wire - Phone - Collect  
Home Office: Celina, Ohio

The  
CELINA MUTUAL  
INSURANCE COMPANY

## FIELD

**Kentucky Blue Goose, Field Men Elect Officers**

Kentucky Fire Underwriters Assn. named Jack E. Redmon, Camden Fire, president at its annual meeting at Kentucky Dam Lake state park. He succeeds Henry C. Pfenninger of Peerless.

Other officers are Calude C. Purdom, Royal-Globe, vice-president, and William A. Thayer, Security, secretary.

Homer L. Trimble of the Kentucky department was chosen MLG by Kentucky pond of Blue Goose to succeed George Olmstead, Fireman's Fund. Other pond officers are: A. H. Voelcker, Kentucky Inspection Bureau, supervisor; Shirley Lawrence, Camden Fire, custodian; A. D. Hill, Underwriters Adjusting, guardian; Browne E. Bolton, Charles C. Terry general agency, keeper; and Richard W. Doerfler, Aetna group, wielder.

Kentucky Fire Prevention Assn. also elected officers at its meeting with James S. Dissell, Phoenix of Hartford, becoming the new president, succeeding John R. Blackmarr of Scottish Union. William H. Wilmore, New Hampshire, was named vice-president, and Robert C. Gocke, Phoenix of London, secretary.

**Mich. Field Club Names Goltermann President**

G. F. Goltermann, St. Paul F&M., was elected president of Michigan Fire Underwriters Assn. at the annual meeting at Port Huron. D. A. Cameron, North British, is vice-president, and Harry R. Alm, Springfield F&M., is secretary-treasurer.

The public relations director of MFUA is A. Lynn Moore, Zurich. Charles R. Beaver, Great American, is the outgoing president.



G. F. Goltermann

**Five Field Changes for Great American Group**

Great American group has promoted Special Agent Gordon D. Alston to state agent in charge of the Minneapolis service office, to succeed State Agent Earl A. Munson, who has been transferred to Chicago as a loss supervisor. Mr. Alston joined the company in 1952 and has been a special agent in Minnesota since 1954.

William G. Skul has been appointed special agent in Denver to succeed Charles G. Carothers, who has been promoted to state agent for western Kansas with headquarters at Wichita. Mr. Skul will be associated with Special Agents Harry C. Maltby and John T. Uhran Jr.

Mr. Carothers will succeed State Agent Norman D. Graves, who has been transferred to Duluth, Minn., where the company is establishing a new field territory to service portions of Minnesota and Wisconsin.

**Hiestand to Talk in Ind.**

INDIANAPOLIS—J. C. Hiestand, president of Ohio Farmers, will be the featured speaker at the annual meeting of Indiana Fire Underwriters Association at Culver Inn, Lake Maxinkuckee, Ind., June 26-28.

**WUA Field Club Leaders to Meet**

The 10th annual conference of field club presidents and public relations chairmen in Western Underwriters Assn. territory will be held next week in Chicago. It is expected that 39 representatives of the 18 WUA field associations will be on hand. The first day will feature a discussion of public relations activities, with Miles C. Formo, secretary of Great American, presiding for the public relations committee of WUA. This will be an open meeting and representatives will be on hand from the adjusting bureaus, Western Actuarial Bureau, the casualty association, NAUA, Underwriters Laboratories and Texas Insurance Advisory Assn.

Speakers at the dinner at the Union League club will be P. S. Beebe, western manager of Hartford Fire and WUA president; G. E. Manning, vice-president of Underwriters Laboratories, and J. C. Burridge of THE NATIONAL UNDERWRITER.

On the second day the field men will meet with the WUA staff to review a number of phases of field operations.

**Elect Roy Donaldson MLG of Utah Pond**

Utah Pond of Blue Goose has elected Roy Donaldson, Great American, MLG; Frank H. Nichols, Nichols Adjustment Bureau, supervisor; A. Thomas Patterson, local agent of Salt Lake City, custodian; A. Byewater, Utah Fire Rating Bureau, guardian; E. Scott Wetzel Jr., Scott Wetzel Co., independent adjusting firm of Salt Lake City, keeper, and J. Stevens, Heber J. Grant & Co., local agency of Salt Lake City, wielder.

**Florida Field Conference Elects J. D. Bulluck Jr.**

Florida Field Conference at its annual meeting elected J. Davis Bulluck Jr., Commercial Union, president, to succeed L. M. Gavreau, Crum & Forster group. Also elected were Weldon J. Lowe, Randall & Hebard Inc., general agency of Winter Park, vice-president, and James L. Sloan, Fireman's Fund group, secretary.

**New Zealand Names Durnil in Fresno, Cal.**

New Zealand and Balise Marine have opened a new service office in Fresno, Cal., to service the San Joaquin valley territory and have named M. E. Durnil special agent in charge. Mr. Durnil has been with United Pacific at Portland since 1955, and was with New Zealand prior to that time.

**Lansing (Mich.) Puddle Names Pray Big Toad**

Lansing puddle of Michigan Blue Goose has elected George Pray, Western Adjustment, big toad; James McKinley, Aetna Fire, pollywog; William Feky, Crum & Forster group, croaker; Jack Butterick, Michigan Assn. of Insurance Agents, bouncer, and James Hunt, American, keeper.

**Hartford Fire Names Heagney in Oakland**

Hartford Fire group has transferred Special Agent John T. Heagney from the San Francisco north coast territory at Santa Rosa, Cal. to its office at Oakland as special agent for Alameda and Contra Costa counties. He will be associated with Special Agent Don J. Connelly. Mr. Heagney joined the group in 1946, and has served in the San Francisco office and as special agent in the San Joaquin valley territory.

**Wisconsin Blue Goose, Field Men Elect Monson**

Howard W. Monson of Springfield F&M. was elected most loyal gander of the Wisconsin home nest of Blue Goose at its annual meeting at Baileys Harbor on the eve of the field club convention. Edwin H. Knox of Phoenix of Hartford is the retiring MLG.

Other officers elected were: Wesley Reeder, U. S. Fire, supervisor; Lawrence Knauber, American, custodian; Peter J. Raffin, Fire Association, guardian; J. B. Gravenstine, Hanover, keeper, and J. F. Reilly, Home, wielder.

Mr. Monson was also elected to head Wisconsin Fire Underwriters Assn., succeeding Mr. Knauber. William Pierce, St. Paul F&M., was named vice-president, and Mr. Gravenstine, secretary-treasurer. Speakers at the two-day field men's meeting were Peter Bushbaum, Fire Insurance Rating Bureau and Elmer Trost, Factory Insurance Assn.

Richard Rasmussen of Northwestern F&M. was elected president of Wisconsin Fire Prevention Assn., replacing T. M. Irvine, American Auto. Also elected were R. A. Ward, National Union, vice-president, and Robert Larberg, Phoenix of New York, secretary.

**Varrill Appointed Special Agent of Hartford A.&I.**

Hartford Accident has appointed James W. Varrill special agent in Pittsburgh. He joined the company in the home office business extension department in 1953, and after transferring to payroll audit in 1955, completed studies at the home office training center. In preparation for his field assignment, he trained in the underwriting department in Pittsburgh.

**Cal. Pond of Blue Goose Elects Bryan Tickner MLG**

California Pond of Blue Goose has elected Bryan Tickner, General Accident, MLG; C. W. Rossier, Loyalty group, supervisor; Robert W. Jackson, National Auto Club, custodian; Patrick Davis, Hindman & Davis, insurance law firm, wielder; Theodore C. Pattberg, Ohio Farmers, keeper, and Harold E. Pink, Canadian Fire, guardian.

**Ala. Pond Inducts 16; Elects Johnson MLG**

Alabama pond of Blue Goose inducted 16 goslings, the largest class ever to be accepted at one time, at its annual meeting in Birmingham. Jules Simoneaux of New Orleans, most loyal grand gander, conducted the ceremonies. MLG William Hughes of Bankers F&M. presided at the meeting at which new officers were

elected. They are Everett Johnson, Atlanta general agent, MLG; Ralph Black, Atlanta general agent, supervisor; Milton Howard of Home, guardian; J. S. Mead, Birmingham attorney, custodian; Henry Poellnitz, Birmingham general agent, keeper, and Jack Kendrick of General Adjustment Bureau, wielder.

**Jankovic Named Special Agent of Norwich Union**

Norwich Union has appointed Thomas J. Jankovic Jr. special agent in the Long Island territory, assisting Special Agent George Roessler. He joined the company last year and trained in the home office.

**N. B. Sets up Texas IM Office Under B. L. Tucker**

North British group has established a Texas inland marine service office at 1712 Davis building, Dallas, under the supervision of Special Agent Ben L. Tucker. He has had several years of underwriting and production experience in the southern department at Atlanta.

**Ohio Field Men Elect Hill, Work Presidents**

Robert D. Hill, Home, was elected president of Ohio Fire Underwriters Assn. at its annual meeting at Uniontown, Pa. Other new officers are: W. A. Gibson Jr., North British, vice-president; Jess C. Custis, Ohio Farmers, secretary-treasurer. Helen Earl was reelected executive secretary. Mr. Hill succeeds David Zeiser, Great American, as president.

New members of the executive committee are Karl J. Krug Jr., St. Paul F&M.; Franklin Rice, Springfield F&M.; and Fred Wolf, New York Underwriters.

Speakers included Edward Hughes, arson and incendiarism special agent of the National Board; Walter G. Dithmer, assistant manager of Western Underwriters Assn., and Norman H. Davis Jr., executive engineer of Underwriters Laboratories.

W. L. Venable, U.S.F.&G., was named general chairman of the public relations committee.

An honorary award citation was presented to Robert Sherman, Northern of London, during the annual outstanding stock fire insurance field meeting of Fire Prevention Assn. of Ohio. The citation is given to an man for important and enduring work for the industry.

Members attending the annual meeting elected James J. Work, Ohio Farmers, as president. Other officers include Thomas Hutch, American, chairman of the executive committee; James Sever, Atlas, secretary-treasurer, and Howard Dobbs, Crum & Forster, vice-president. Helen Earl was reelected executive secretary.

New officers of Ohio Fire Underwriters Assn., back row—William E. Bowle, America Fore, executive committee chairman, and William A. Gibson Jr., North British, vice-president. Front row, from the left, J. C. Custis, Ohio Farmers, secretary-treasurer; Robert D. Hill, Home, president; Helen Earl, Columbus, executive secretary, and David Zeiser, Great American, retiring president.



Jur  
El  
Un  
Ja  
elec  
Und  
mee  
M  
nam  
Wh  
Elec  
secr  
Roy  
Wil  
ern  
Jr.,  
tary  
field  
R. S  
pub  
T  
Mar  
loya  
P.  
reau  
for  
Gen  
an;  
kee  
For  
Mis  
Ele  
R  
was  
Miss  
the  
Bea  
Aet  
H.  
trea  
Zig  
L  
Nor  
Car  
his  
Wi  
A&  
M  
ture  
brin  
sura  
com  
viou  
bill  
for  
will  
stat  
sura  
and  
app  
bele  
Alth  
in t  
equ  
bill  
mer  
such  
on  
aga  
rate  
whi  
A&  
R  
par  
cus  
anc  
Glo  
Age  
T  
the  
rett  
Tho  
Bea  
nal  
non



## Elvis Heads Tenn. Fire Underwriters Assn.

Jack Elvis, Phoenix of Hartford, was elected president of Tennessee Fire Underwriters Assn. at its annual meeting in Chattanooga.

Minor R. Crowl, Royal-Globe, was named vice-president, and Ray F. Whitt, Home, secretary-treasurer. Elected resident vice-presidents and secretaries were: Stanley F. Fiege, Royal-Globe, eastern vice-president; William L. Hester, Royal-Globe, western vice-president; James P. Cormack Jr., Springfield F.&M., eastern secretary; and Harold Q. Mullen, Springfield F.&M., western secretary. Paul R. Smith Jr., Royal-Globe, was chosen public relations chairman.

Tennessee pond of Blue Goose chose Marshall T. Polk Jr., Home, as most loyal gander. Other officers are: Ira P. Jones, Tennessee Inspection Bureau, supervisor; B. B. Coats, Hartford Fire, custodian; Henry Austin, General Adjustment Bureau, guardian; Edward C. Martin, American, keeper; and J. L. Caldwell, Crum & Forster, wielder.

## Missouri Fire Underwriters Elect Dowden President

Robert O. Dowden, America Fore, was installed as new president of Missouri Fire Underwriters Assn. at the annual meeting at Rockaway Beach this month. H. E. Johnson Jr., Aetna Fire, is vice-president, and W. H. Ogren, American, is secretary-treasurer.

## Ziglar Named in N. C., Va.

Lumber Mutual Fire has appointed Norman Ziglar special agent in North Carolina and Virginia. He will make his headquarters at Greensboro.

## A & S

## Wis. Bill Puts In Credit A&S Under Rate Regulation

MADISON—The Wisconsin legislature has enacted a bill which will bring credit accident and health insurance under regulation of the insurance department. The assembly completed action on the measure previously passed by the senate, and the bill has been sent to Gov. Thomson for almost certain approval. The act will make Wisconsin one of only two states to regulate rates for credit insurance (along with West Virginia) and will require the commissioner to approve rates. Gov. Thomson had labeled the bill as "must" legislation. Although most of the credit insurance in the state is conducted in a fair and equitable manner, proponents said, the bill will protect borrowers and installment purchasers required to take out such insurance to guarantee payment on credit purchases or borrowers loans against exorbitant, forced insurance rates by a segment of the business which needs regulation.

## A&S Talk at Camden

Robert W. Crosson of the A&S department of Hartford Accident discussed major medical expense insurance at the June meeting of Camden-Gloucester County (N. J.) Insurance Agents Assn. in Camden.

The nominating committee named the following slate: Charles L. Skerrett, president; Floyd R. West and Thomas V. Alles, vice-presidents; Beatrice D. Chew, secretary, and Vinal A. Johnson, treasurer. Directors nominated are Lawrence F. Costill

Jr., James B. Filer, Joseph W. Goldberg, Frederick E. Rein, Fred Siris, and Samuel W. Madera, immediate past president.

## Continental Casualty to Issue Individual, Family Major Medical

Continental Casualty will introduce on July 1 a new major medical expense policy for individuals and family groups.

Designed to cover large medical expenses both in and out of hospital, the policy puts no limitation on room and board, and surgical expenses are covered on a blanket rather than on a schedule basis. Accidents are covered after the effective date and sickness in 30 days. After the first \$500 or \$750 of covered expense—there is a choice of deductible—Continental Casualty will pay 75% of all covered medical expenses to a maximum of \$10,000 over a two year period. The policy can be written on individuals up to age 60 with no increase in premiums because of age once the policy is in force.

The exclusions are pregnancy, mental disorders, military service, losses covered by workmen's compensation or occupational disease laws, war, air travel except as a passenger for transportation only in a certified aircraft, suicide, dental treatment, cosmetic surgery, and any treatment rendered in any veterans administration or other federal hospital.

## Wisconsin A&H Agents Assn. Elects Raymond President

Wisconsin Assn. of A&H Underwriters has elected Hugh G. Raymond, Massachusetts Protective, Madison, president. Other officers are: George R. Welter, Time, Eau Claire, executive vice-president; Harold D. Fair, Grain Dealers Mutual, Madison, vice-president; Alfred K. Perego, Perego agency, Milwaukee, treasurer; and Leo E. Packard, Packard-Carson agency, Milwaukee, secretary.

## Seattle A&S Manager of American Group Named

W. A. Vonder Haar has been named group A&S manager of American at Seattle. He has had seven years of experience in the group field with John Hancock Mutual Life.

## Ill. A&H Underwriters Visit Electronic Brain

Members of Illinois A&H Underwriters Forum toured the IBM 705 computer installation at the home office of Continental Casualty and Continental Assurance at the June meeting. Walter Whitmyre, IEM insurance department representative, conducted the tour and gave a talk on the application of the "electronic brain" to policy billing and record procedures.

## Milwaukee A&H Men Elect

John J. Frey of Prudential has been elected president of A&H Underwriters of Milwaukee. Other officers are: LeRoy P. Voss, Wisconsin Casualty Assn., executive vice-president; Donald Hoeller, North American Life, vice-president; Leo E. Packard, Packard-Carson agency, secretary; and Robert Stafford, Carney-Rutter agency, treasurer.

## A&S Agents Hear Gifford

Tri-City A&H Underwriters Assn. of Saginaw, Mich., heard Bruce Gifford of the international association speak at the June meeting.

## Marshall Secretary of N. A. Insurers

Indemnity of North America and Life of North America have elected Edwin H. Marshall A&S secretary of both companies. He has been assistant secretary of the indemnity company since 1953.

Mr. Marshall joined Indemnity of North America in 1942 as an underwriter in the New York office and was advanced to superintendent of A&S in 1946. Transferred to the home office as superintendent of A&S special risks in 1950, he was made head of the A&S department in 1951.

## Elect in Western Mich.

Western Michigan A&H Underwriters elected D. Roger Kitch, Lincoln National Life, president at the annual meeting in Grand Rapids. Other officers elected were Gerrit J. VanWestenbrugge, vice-president; and William L. DeGroot, secretary-treasurer.

## Detroit Claim Group Elects

Life, Accident & Health Claims Assn. of Detroit has elected Linton Copeland, American Hospital Medical Benefit, as its new president. J. F.

Noonan, Continental Casualty, is vice-president; Joseph O'Connor, Equitable Society, treasurer, and Charles Bauer, National Casualty, secretary.

## To Show Municipal Tax as Added Charge to Fire Premium in Ky.

LOUISVILLE—Municipal taxes on insurance premiums in Kentucky, which range from as low as 1% to up to 20%, will be brought to the attention of buyers under a new ruling of Commissioner Thurman. Effective Sept. 1, the amount of municipal taxes in any municipality will be shown by the agent as an added charge instead of being included in the rate. The municipal tax will be shown as a separate item from the insurance premium in order to acquaint policyholders with the tax situation.

Kentucky Inspection Bureau will get out a bulletin to fire companies this week to explain the procedure to be used.

James R. Pound has been appointed manager of the casualty underwriting department of Western Millers Mutual of Kansas City. He has been in the business for 30 years, most recently as Kansas City manager of Michigan Mutual Liability.



## LLOYD'S, LONDON COVERAGE

Accident Insurance  
Automobile Liability and Property Damage  
Automobile Fire, Theft and Collision  
Aviation  
Burglary  
Depreciation or Replacement  
Earthquake  
Errors and Omissions  
Indemnity  
Explosion  
Fire Insurance  
Furriers' Stock  
Livestock Insurance  
Malpractice  
Notary Public Liability  
Property Damage—Third Party  
Products Liability  
Public Liability, Comprehensive—Excess  
Strike, Riot, Sabotage  
Use and Occupancy  
And many others

## For the UNUSUAL or DIFFICULT RISK consult with our Technicians

ALL RISKS • INLAND MARINE  
ATLAS ASSURANCE COMPANY, LTD.  
OLD COLONY INSURANCE COMPANY  
OCEAN MARINE  
ATLAS ASSURANCE COMPANY, LTD.  
OLD COLONY INSURANCE COMPANY  
THE CONNECTICUT FIRE INSURANCE COMPANY  
INDUSTRIAL INDEMNITY COMPANY  
FIRE  
ATLAS UNDERWRITERS (CALIF.)  
LLOYD'S, LONDON CORRESPONDENTS  
SURPLUS AND REINSURANCE

## Sayre and Toso, Inc.

UNDERWRITERS

## W.B. BRANDT & CO., INC.

Correspondents, Lloyd's, of London, 50 years

TELEPHONE OR WRITE  
300 California St. 3665 West Sixth St.  
SAN FRANCISCO 4 LOS ANGELES 5  
Dexter Horton Bldg. Equitable Building  
SEATTLE 4 PORTLAND 4  
First National Bank Bldg. • DENVER 2

## The BEST in FAMILY SECURITY —

American Casualty's

## GUARANTEED RENEWABLE

Income Policy

Incontestable after 2 years. Can't be terminated for ANY reason until age 65 as long as premiums are paid. Accident benefits payable to age 65. Sickness benefits payable for up to 10 years. Write A. H. Kessler, V.P., Reading, Pa.

## AMERICAN CASUALTY

COAST-TO-COAST BRANCH OFFICE SERVICE

# WANT ADS

Rates—\$20 per inch per insertion—1 inch minimum—sold in units of half-inches. Limit—40 words per inch. Headline 5 P. M. Friday in Chicago office—175 W. Jackson Blvd. Individuals placing ads are requested to make payment in advance.

THE NATIONAL UNDERWRITER

## ATLANTIC-CENTENNIAL GROUP FIELDMEN UNDERWRITER OPPORTUNITIES

The Atlantic Companies are seeking men in the 25 to 35 age group to fill the following career positions:

**Central Illinois Fieldman:** Minimum three years experience principally in the fire field to handle established agency plant with excellent opportunity for further development. Prefer man who has or will make home in this territory.

**Supervising Underwriter-Producer:** For our Detroit Office. Minimum five years experience, heavy on fire. Basically supervisory underwriting position to start with unusually good opportunity to work into production and into all phases of multiple lines.

**Ohio Fieldman:** Minimum three years experience principally in the casualty field to service established fire and marine agency plant for full casualty line recently introduced in Ohio. Excellent opportunity to grow with companies' expanding casualty operations.

**Fire Underwriter:** For our Chicago Office. Man desiring broader opportunity in the multiple line field. Minimum five years experience, heavy on the commercial side. Will be assigned to Multiple Lines Department as senior underwriter to contribute knowledge and experience to our multiple line underwriting program.

Salaries open. Generous employee benefits including Major Medical expense plan, etc. Please send resume including education and experience to: Mr. R. S. Jordan, The Atlantic Companies, 223 W. Jackson Blvd., Chicago 6, Ill. Your reply will be treated with the utmost confidence.

## Insurance Specialist-Attorney Independent California Oil Company

Excellent opportunity for a combination overall insurance man and attorney with oil experience, under forty years, for employment by substantial independent integrated California oil company. Insurance activities will require about twenty percent of time—balance will be handling marketing and general legal matters (no litigation). Salary commensurate with experience and ability. If applicant now employed, replies will be kept confidential.

ISA—Room 304, 425 Bush St., San Francisco 8, California.

WE HAVE DESIRABLE AUTOMOBILE BUSINESS TO PLACE ON A SUPERVISORY GENERAL AGENCY BASIS IN ILLINOIS. FOR FURTHER INFORMATION, IF INTERESTED, ADDRESS BOX V-24, C/O THE NATIONAL UNDERWRITER, 175 WEST JACKSON BOULEVARD, CHICAGO 4, ILLINOIS.

## BOND EXECUTIVE AVAILABLE

17 years Surety & Fidelity Bond experience as manager and underwriter. Also heavy casualty background as special agent, assistant manager and manager. Will consider position with local or general agency. Will relocate. Presently employed. Address Box V-10, c/o The National Underwriter Co., 175 W. Jackson Blvd., Chicago 4, Ill.

## FIRE SPECIAL AGENT WANTED

for Indiana by growing midwest mutual company. Existing agency plant. Salary plus incentive plan. Previous Indiana field experience desirable but related experience will be considered. Reply Box V-21, c/o The National Underwriter Co., 175 W. Jackson Blvd., Chicago 4, Ill.

## BOND SPECIAL AGENT MIDDLE ATLANTIC STATES

WE ARE EXPANDING OUR BONDING OPERATIONS IN THE MIDDLE ATLANTIC STATES TERRITORY. ADDITIONAL FIELDMEN ARE REQUIRED. APPLICANTS WILL BE CONSIDERED ON EXPERIENCE AND POTENTIAL. FIELD EXPERIENCE IMPORTANT BUT NOT ABSOLUTELY ESSENTIAL. W. A. SIMONSON, Resident Manager, THE EMPLOYERS' GROUP OF INSURANCE COMPANIES, 3 PENN CENTER PLAZA, PHILADELPHIA 2, PENNA.

## WANTED REGIONAL MANAGER Central Illinois

—Prefer college graduate under 35  
—A man with multiple line experience, as fieldman, underwriter, or adjuster who desires to grow with an aggressive American Agency System company and who wants challenge and opportunity will be interested  
—Position involves travel  
—Salary plus incentive bonus commensurate with background, ability and potential.  
Address Application to Box V-26, c/o The National Underwriter Co., 175 W. Jackson Blvd., Chicago 4, Ill.

## Wanted LOSS PREVENTION MAN

Our expanding multiple line writings cause us to seek a young man with some good engineering training and experience to do and supervise fire and casualty loss prevention and evaluation work. Need not be a graduate engineer. Must be under 30 and have leadership qualities. This is a good opportunity. Ideal city, working conditions and benefits.  
Integrity Mutual Ins. Co.  
P. O. 499 Appleton, Wis.

## GENERAL AGENT WANTED

for Indiana by mutual company writing fire and allied lines, inland marine and package policies with existing agency plant. Address Box V-22, c/o The National Underwriter Co., 175 W. Jackson Blvd., Chicago 4, Ill.

## WANTED STATE AGENCY

State Agency wanted for Alabama and/or Georgia, full coverage auto. Excellent facilities.

P. O. Box 1288  
Birmingham, Alabama

## SPECIAL AGENT

Large multiple line insurance company desires field representative with fire and casualty experience for Northeastern Ohio territory. Write giving resume of experience and salary desired. Box V-18, c/o The National Underwriter Co., 175 W. Jackson Blvd., Chicago 4, Ill.

## LOCAL AGENCY WANTED

A \$50,000 to \$100,000 local insurance agency desired in Miami or Ft. Lauderdale area. Will pay cash or purchase over extended period if seller prefers to remain semi-active. Write P.O. Box 630, Grand Rapids, Michigan.

## FIELDMEN—MICHIGAN Excellent Opportunity

To represent a multiple line stock Company with many competitive advantages that you can aggressively sell. Must be experienced and capable of assuming responsibility, age 28 to 40. Reply in full to Box V-28, c/o The National Underwriter Co., 175 W. Jackson Blvd., Chicago 4, Ill.

## Add \$10 Million to Midwest Wind, Tornado Losses

(CONTINUED FROM PAGE 1)

at St. Louis, and there are six to seven thousand losses resulting from this at an average of \$50. In East St. Louis the same wind caused 3,000 more losses at \$50 per. Rain also followed these windstorms and did additional damage to contents.

Storm offices to service stock company losses have been set up in all the cities badly hit by tornadoes and winds, and extra adjusters have been assigned to expedite the handling of claims.

If the \$10 million or so of loss occasioned by the tornado at Kansas City is figured in, the winds in the midwest in the last five or six weeks have caused an insurance loss in excess of \$20 million. John R. Barry, president of Corroon & Reynolds, speaking at the recent meeting of National Assn. of Insurance Commissioners in Atlantic City, pointed out that the companies cannot expect in 10 years to recover from that territory the loss on EC that the Kansas City tornado has produced, and such a comment would be even more appropriate for the \$7½ million of EC loss at Fargo.

## Use Replacement Cost at K. C.

KANSAS CITY—Insurers settling dwelling losses resulting from the tornado in suburban Ruskin Heights last month are paying claims on a replacement cost basis, even though Missouri has a valued policy law stating that when a total loss is sustained under a policy, the insurer is obligated to pay the full face amount. The basis of such payment is four court decisions dating back to 1880 indicating that the law does not apply to windstorm damage.

The replacement value formula was adopted at a conference of property owners, insurance men and a representative of the Missouri department. Reviewing the situation created by the Veterans Administration requirement that the total amount of real estate loan be covered by insurance, companies objected that fire and windstorm could not conceivably damage lot and improvements, even though these items were included in the property valuation.

The decision to settle on replacement cost rather than face amount, which many insurance men feel to be a precedent-setting action, is generally accruing to the benefit of property owners. Without additional charge, tornado victims in many cases are receiving brand-new homes of 1957 design, incorporating many design improvements which were not in the original specifications, thus getting a more modern house than that which was blown down. Also, some insurers are paying for replacement of shrubbery shredded by the tornado, even though the residence policy does not cover such damage.

This apparent generosity on the part of insurers has satisfied property owners to such a degree that few have felt constrained to seek reconstruction loans from the federal small business administration, C. I. Moyer, regional director, reported. While some applications have been made, he said, more will undoubtedly be received when insurance settlements and Red Cross grants have been completed. "We've never run into a similar area where insurance covered the loss so well," Mr. Moyer commented.

## Argues Against Use of Inland Marine for Builders

(CONTINUED FROM PAGE 4)

joined with TIAA in protesting it and sought to have it rescinded.

At hearing June 18, Harold Wayne, on behalf of IMUA, made it clear he was not objecting to the issuance of broader and more flexible coverage to builders, but to the classification of such coverage as inland marine. He said that as far as the companies IMUA represents are concerned, "We are perfectly willing to join with other segments of the business to develop a builders risk package policy for concurrent filing." By this means law and order would be preserved, he said, and instead of a wide open rate situation there would be standardization of forms at appropriate rates that meet the tests of the rating law.

While many at the hearing spoke in favor of, and of the need for, broader and more flexible builders risk coverage, no one actually indicated it should be classified as inland marine.

A representative of the Texas attorney-general was at the hearing, and it is likely the final decision on classification of builders risk will come from the attorney-general's office.

The result of the Texas ruling is to make builders' risk coverage all risk at the fire rate plus a "loading" which can be as low as one cent. Rates are, in effect, uncontrolled while the exposure is vast and nationwide and unforeseeable. What the companies, or most of them at least, would like is a controlled rating plan for builders' risk that would enable them to get the premium needed for the extensive additional hazards presented in the all risk form. Under ruling 143, insurers could be insuring lumber to be used in construction while it waits pickup in an underinsured lumber yard, or contractors' equipment being taken by barge down the Mississippi but destined eventually for construction work on a project in Portland, Me.

## Laughlin Hurls Self at N. Y. Department

(CONTINUED FROM PAGE 5)

a matter already having had the attention of several circuits in the federal court of appeals and determined adversely to the commission's assumption of jurisdiction. That the examiners continue to allocate to the commission unilaterally such right will not here be reason for further comment.

"I shall withhold all further statement in this case until its final determination."

Preferred of Grand Rapids has appointed **Melvin J. TenHoor** home office fire underwriter. He has been at Chicago.



## Says Cooney Figure May Reach \$2 Million

(CONTINUED FROM PAGE 1)

vouchers but later were totaled and an advertising voucher for the total sum substituted. The \$30,000 petty cash fund then would be replenished. At year end the advertising vouchers were taken to Mr. Cooney while Mr. Dearden was there and Mr. Dearden would prepare an advertising bill in the exact amount of the total.

Mr. Foley indicated that Mr. Lake has admitted depositing many times in two Newark banks for Mr. Cooney's personal accounts.

The Essex county (Newark) prosecutor has indicted Mr. Cooney on seven counts of converting company funds of \$262,206 to his own use and concealing the acts through false bookkeeping entries and destruction of company records. Mr. Dearden also was indicted. Mr. Cooney and Mr. Dearden have pleaded not guilty and are free on \$10,000 bail each. Trial has been set for Sept. 3. Firemen's has sued Mr. Cooney in the superior court at Newark to recover \$375,000 which it alleges Mr. Cooney fraudulently obtained from the company.

There are political overtones to the investigation of the Cooney matter and charges that the insurance department did not proceed promptly in it. However, Mr. Harrison told the open hearing that "while we have a deep concern in ascertaining whether the public's business in this serious matter was conducted as efficiently and expeditiously as the citizens and taxpayers of the state have the right reasonably to expect... our ultimate objective is to determine the need for remedial legislation and recommend it to the legislature so that such alleged depredations may not go long without detection, public notice and prompt prosecution."

Warren N. Gaffney, former New Jersey commissioner of banking and insurance, has revealed that while he was commissioner (1950-54) he ignored his own suspicions of irregular expenditures of Loyalty group funds allegedly made by John R. Cooney, its president for 22 years.

Testifying at a New Jersey law enforcement council hearing in Trenton, Mr. Gaffney, who is presently general manager of Surety Assn. of America, said state officials of New York brought what they believed were "highly suspicious" expenditures by Mr. Cooney to his attention as early as July, 1954. However, he said he saw no reason to take action until New York provided more conclusive information.

New Jersey Law Enforcement Council, an agency of the state legislature, is probing charges that Attorney-General Richman and Commissioner Howell were lax in their investigation of Mr. Cooney's financial operations while head of the seven company Loyalty group.

Mr. Cooney was pressured into resigning his position last July 9. He recently has been indicted on charges of defrauding Firemen's of Newark, parent company of Loyalty group, of \$262,206 by means of false bookkeeping entries, and destroying company records. He has entered a plea of not guilty and will go on trial in September.

Timothy A. McNicholas, deputy commissioner of banking and insurance, also testified at the hearing. He said that New Jersey officials never

## COUNTRYWIDE LOSS AND EXPENSE RATIOS FOR 1956 GIVEN

Summary figures from its booklet on 1956 loss and expense ratios, to be available in August, have been released by the New York department. The figures in the chart give the aggregate experience of all fire and casualty companies licensed in New York in 1956 for major lines reported in the insurance expense exhibit.

The net gain for each line in the

tabulation differs somewhat from that in the expense exhibit as the department computes the ratios for commissions and brokerage and for taxes and fees on a written basis instead of an earned premium basis because it believes the results are more realistic.

The new expense exhibit will contain ratios for each company and each

line and prior years' results in the aggregate for each class of company. All ratios are based on earned premiums, except those for "commission and brokerage" and "taxes and fees" which are based on written premiums. Expenses do not include federal income tax. Net gain shows results before consideration of federal income tax.

STOCK COMPANY AGGREGATES	COUNTRYWIDE NET PREMIUMS		UNDERWRITING RATIOS			ANALYSIS OF EXPENSES				
	WRITTEN	EARNED	LOSS	EXPENSE	NET GAIN	LOSS ADJUSTMENT	COMMISSION AND BROKERAGE	OTHER ACQUISITION	GENERAL	TAXES AND FEES
<b>FIRE</b>	\$1,173,264,175	\$1,164,762,229	51.7	49.0	-2.7	3.4	25.8	7.1	9.2	3.5
EXTENDED COVERAGE	438,405,131	394,947,798	51.8	57.0	-5.2	8.9	27.4	8.0	9.5	3.2
HOMEOWNERS MULTIPLE PERIL	139,139,641	63,166,651	51.6	62.9	-11.3	5.5	26.3	14.6	13.5	3.0
COMMERCIAL MULTIPLE PERIL	15,171,401	10,484,729	70.8	46.9	-23.9	5.3	15.0	11.7	11.0	3.9
OCEAN MARINE	164,243,653	158,482,465	66.2	35.7	-30.5	6.3	17.3	3.9	6.6	1.6
INLAND MARINE	290,334,678	284,281,217	56.7	48.6	-8.1	6.1	22.9	9.3	8.1	3.2
ACCIDENT	54,128,281	53,397,563	37.6	54.5	-16.9	4.0	27.1	9.3	11.3	2.8
ACCIDENT AND HEALTH	39,069,083	38,754,560	42.8	47.6	-4.8	3.6	26.7	10.5	4.5	2.3
HOSPITAL AND MEDICAL	38,708,322	39,498,021	44.7	46.7	-2.0	4.1	24.7	10.6	4.9	2.4
GROUP ACCIDENT AND HEALTH	336,030,986	337,400,641	81.0	16.8	-64.2	2.4	6.4	2.6	3.0	2.4
WORKMEN'S COMPENSATION	574,341,300	561,949,306	59.6	34.9	-24.7	8.7	11.4	3.3	8.2	3.3
LIABILITY OTHER THAN AUTO	377,263,937	359,951,425	41.3	54.0	-12.7	13.0	20.6	5.9	11.7	2.8
AUTOMOBILE LIABILITY	458,019,395	419,196,240	65.4	44.8	-20.6	11.7	18.8	5.6	5.6	3.1
AUTOMOBILE PROPERTY DAMAGE	491,782,416	486,817,435	55.2	45.9	-9.3	11.3	20.0	5.8	5.9	2.9
AUTOMOBILE COLLISION	459,308,456	459,476,045	52.8	46.5	-6.3	7.3	24.0	6.1	5.4	2.7
AUTO FIRE, THEFT AND COMPREHENSIVE	215,395,730	212,055,639	57.9	46.8	-11.1	8.4	24.6	6.5	6.4	3.1
PROPERTY DAMAGE OTHER THAN AUTO	87,820,914	83,541,657	43.2	54.1	-10.9	11.8	20.4	6.6	12.4	2.9
FIDELITY	62,237,696	63,793,275	35.8	56.3	-20.5	9.9	17.3	10.5	15.5	3.1
SURETY	124,551,917	120,262,771	32.3	61.9	-29.6	6.4	25.4	11.2	15.6	3.3
GLASS	29,760,513	28,710,616	47.3	56.1	-8.8	5.8	27.7	8.6	11.2	2.8
BURGLARY AND THEFT	85,028,437	82,212,329	40.0	55.1	-15.1	6.4	26.3	8.2	11.5	2.7
BOILER AND MACHINERY	47,397,188	45,686,682	27.9	62.5	-34.6	2.0	17.6	7.0	32.6	3.3
<b>MUTUAL COMPANY AGGREGATES</b>										
<b>FIRE</b>	185,476,349	186,696,567	40.7	39.1	0.2	2.7	15.2	9.5	9.0	2.7
EXTENDED COVERAGE	61,994,857	50,000,000	42.5	50.0	-7.5	7.4	19.2	11.1	9.7	2.6
HOMEOWNERS MULTIPLE PERIL	27,385,465	12,978,477	39.3	65.1	-25.8	5.9	15.3	28.7	13.0	2.2
COMMERCIAL MULTIPLE PERIL	1,783,783	1,219,897	52.6	53.3	-0.7	5.4	4.5	24.7	16.2	2.5
OCEAN MARINE	9,410,002	9,050,045	62.0	33.4	-28.6	6.9	9.8	6.7	8.6	1.4
INLAND MARINE	21,855,042	21,500,481	45.7	42.7	-3.0	5.7	11.1	12.7	10.3	2.9
ACCIDENT	2,804,407	2,659,174	44.7	44.6	-0.1	7.8	16.8	10.0	7.2	2.8
ACCIDENT AND HEALTH	3,068,600	2,874,085	67.0	41.5	-25.5	4.5	19.4	9.2	9.2	2.3
HOSPITAL AND MEDICAL	4,189,210	4,344,212	34.8	44.8	-10.0	4.3	16.6	13.3	8.3	2.3
GROUP ACCIDENT AND HEALTH	81,746,538	81,009,990	83.3	16.2	-67.1	3.2	2.0	6.0	2.8	2.2
WORKMEN'S COMPENSATION	340,337,658	338,463,896	58.1	25.1	-33.0	8.1	1.9	5.0	7.2	2.9
LIABILITY OTHER THAN AUTO	97,161,707	92,317,955	53.9	44.8	-9.1	16.6	9.3	7.4	9.0	2.5
AUTOMOBILE LIABILITY	394,617,994	379,903,170	60.9	40.5	-20.4	15.1	8.8	9.1	4.8	2.7
AUTOMOBILE PROPERTY DAMAGE	178,493,243	175,039,286	59.6	39.6	-20.0	13.6	9.1	9.4	5.0	2.5
AUTOMOBILE COLLISION	190,749,846	186,725,658	46.6	36.2	-10.4	10.1	10.1	9.2	4.5	2.3
AUTO FIRE, THEFT AND COMPREHENSIVE	79,851,205	77,937,016	59.6	19.5	-40.1	18.7	9.9	10.5	6.8	2.4
PROPERTY DAMAGE OTHER THAN AUTO	19,367,263	18,951,469	42.0	43.9	-1.9	16.6	5.6	9.1	10.3	2.3
FIDELITY	4,779,115	4,615,890	44.1	37.2	-6.9	10.5	4.4	9.6	10.2	2.5
SURETY	1,401,391	1,222,058	24.9	48.9	-24.0	3.4	30.6	6.1	6.5	2.3
GLASS	2,948,755	2,845,890	51.0	46.8	-4.2	4.4	11.2	17.1	11.6	2.5
BURGLARY AND THEFT	6,050,772	5,874,835	45.1	46.1	-1.0	7.6	9.9	14.4	11.7	2.5
BOILER AND MACHINERY	17,941,019	18,073,031	19.1	33.2	-14.1	2.7	2.9	6.6	19.0	2.0
<b>REINSURANCE COMPANY AGGREGATES</b>										
<b>FIRE</b>	95,414,144	88,650,483	55.8	46.3	-9.5	2.6	41.1	.9	1.5	.2
EXTENDED COVERAGE	28,012,070	25,684,193	43.9	47.2	-3.3	4.0	40.3	1.1	1.6	.2
HOMEOWNERS MULTIPLE PERIL	4,123,295	1,969,495	43.1	48.3	-5.2	2.9	39.3	2.4	3.4	.3
COMMERCIAL MULTIPLE PERIL	608,563	361,890	76.0	45.9	-30.1	4.1	37.0	1.8	3.4	.3
OCEAN MARINE	6,667,381	6,081,699	78.5	32.7	-45.8	4.0	24.9	1.2	2.2	.4
INLAND MARINE	9,137,133	7,214,253	67.9	45.4	-22.5	4.2	36.7	1.7	2.3	.5
ACCIDENT	2,575,281	2,502,314	43.9	47.0	-3.1	1.3	40.4	2.2	2.5	.6
ACCIDENT AND HEALTH	4,314,122	2,803,671	41.2	55.7	-14.5	1.7	47.7	4.3	1.7	.3
HOSPITAL AND MEDICAL	1,399,485	1,352,288	42.6	52.2	-9.6	2.9	39.8	5.2	3.0	1.3
GROUP ACCIDENT AND HEALTH	3,304,946	3,955,322	59.8	27.5	-32.3	2.1	17.0	3.6	2.3	1.7
WORKMEN'S COMPENSATION	8,291,879	8,276,169	51.5	37.3	-14.2	7.0	23.8	3.3	3.0	1.2
LIABILITY OTHER THAN AUTO	9,259,542	9,125,328	62.1	44.4	-17.7	7.1	31.3	2.6	2.7	.7
AUTOMOBILE LIABILITY	36,321,771	35,378,547	58.4	43.5	-14.9	6.7	32.8	1.9	1.7	.4
AUTOMOBILE PROPERTY DAMAGE	9,997,588	9,672,576	34.3	42.6	-8.3	5.4	32.6	1.8	2.2	.6
AUTOMOBILE COLLISION	5,484,315	5,784,078	63.1	44.1	-19.0	5.5	34.0	1.6	2.2	.8
AUTO FIRE, THEFT AND COMPREHENSIVE	7,643,355	9,663,908	53.5	46.5	-7.0	5.0	38.7	.9	1.5	.4
PROPERTY DAMAGE OTHER THAN AUTO	1,975,171	1,980,330	25.0	38.6	-13.6	3.5	30.2	1.8	2.5	.6
FIDELITY	7,202,831	7,393,613	42.7	52.7	-10.0	3.5	46.0	1.4	1.4	.4
SURETY	23,151,698	21,823,587	51.1	56.4	-5.3	4.7	48.2	1.7	1.4	.4
GLASS	351,532	272,841	25.0	51.6	-26.6	3.1	33.2	6.1	7.7	1.5
BURGLARY AND THEFT	2,538,246	2,467,553	42.4	47.2	-4.8	2.5	39.8	2.0	2.2	.7
BOILER AND MACHINERY	825,532	838,683	53.9	25.9	-28.0	.2	23.0	1.1	1.3	.3

## National Bureau Revises Glass Rates in 11 States

National Bureau has revised glass rates in California, Connecticut, Delaware, Idaho, Indiana, Maine, New Hampshire, North Carolina, North Dakota, Pennsylvania and South Carolina, effective June 26. Varying by territory, the countrywide effect of the changes is an average increase of 1.5%.

## Michigan Pond, Detroit Puddle Elect Officers

Michigan pond of Blue Goose has elected Eugene B. Martineau, American Auto, MLG at the annual meeting at Port Huron. Other new officers are: Frank G. Westerman, Boston, supervisor; Roy P. Jensen, Fireman's Fund, custodian; Robert F. Irvine, Western Adjustment, guardian; Richard H. Harrold, Finnell & Finnell, keeper; and Kenneth G. Davison, North British, welder.

Elected big toad of the Detroit-Metropolitan puddle was Arthur L. Gunderson, Northern Assurance. Other

puddle officers are: Verdun S. Mathews, independent adjuster, pollywog; David E. Beardsley, Fire Association, croaker; S. N. Felthouse, independent adjuster, bouncer, and Eugene Grass, Sun Office, keeper.

## Argus Figures Wrong for Southeastern Fidelity

The net premiums written figure quoted for 1956 for Southeastern Fidelity Fire on page 58 of the 1957 Argus Fire Chart is incorrect and as a result, the expense ratio and the combined loss and expense ratio are also incorrect. The correct 1956 net premiums written for this company are \$141,084 and the five year total of net premiums written is \$497,161. The 1956 ratio of underwriting expenses incurred to net premiums written is 40.7%, making the combined loss and expense ratio 85.1% instead of 140.9% as printed. The five year total expense ratio then should be shown as 46.7% with a combined loss and expense ratio of 99.8%.

## America Fore Dedicates Its New Western Department Building at Chicago



The new 15-story building housing the western department of America Fore at Chicago was dedicated this week and put on display for members of the industry, families of America Fore employees, and producers.

E. A. Henne, vice-president and western manager, introduced the principal dignitaries at the dedication ceremony—Mayor Daley of Chicago; Illinois Insurance Director Joseph Gerber, and President and Chairman J. Victor Herd of America Fore group.

The new America Fore building is at 360 West Jackson boulevard on the northwest corner of Jackson and Wacker Drive. It is bounded by the Chicago river on the west. America Fore has pioneered in the development on the west side of Chicago's loop and in doing so has obtained for itself probably the choicest location to be had.

At the dedication ceremonies, Mayor Daley said the building is a demonstration of confidence in the future of Chicago and he complimented America Fore for its vision in choosing a river-front site. Mr. Herd, who also spoke briefly, said the building offers twice as much space as America Fore currently needs, and he implied this indicates a tremendous expansion is expected. The territory serviced at the western department produces premiums in excess of \$100 million annually, he remarked.

Director Gerber took a bow as did Chief Fred W. Kempf of the Chicago Fire Insurance Patrol.

The dedication ceremonies were attended also by a number of managers of Fidelity & Casualty branch offices in the western territory and by Nicholas Dekker, who is in charge of the Pacific coast department and is executive vice-president of America Fore group, and W. E. Matchett, in charge of Canadian operations.

Following the dedication ceremonies at the entrance of the building, America Fore had a reception and luncheon for the approximately 50 company officers and guests. In brief remarks at the end of the luncheon, Mr. Herd said the new building is a milestone in America Fore history and its construction is a matter of pride to the company management. It is an accomplishment marking the progress that has been made.

Discussing management responsibilities, Mr. Herd said remarks are made from time to time that America Fore is heavily invested in equities. He said this all began in 1910 when three members of the investment committee persuaded the company to go into common stocks, an almost heretical action for those days. The result has been that the company is practically locked into the stock market because of the immense appreciation of its holdings. Mr. Herd said America Fore is among the largest holders of IBM, Phelps Dodge and Union Carbide, for instance, and also is one of the largest holders of several bank stocks and such utilities as Idaho Power, Washington Water Power and Montana Power. America Fore has made it a policy never to interfere with managements directly or indirectly, although it may decide after a time to dispose of its holdings. He said the investment problems arising from such heavy equity holdings are somewhat unusual. About 10% of the total is in Standard Oil; America Fore holds between \$47 million and \$50 million in IBM and it was bought at an average cost of \$15. To sell a share of IBM stock today would cost America Fore \$75 in capital gains tax. The holdings in Amerasia Oil were purchased at \$5.50 a share average, Mr. Herd observed.

The insurance business is going

## Bureaus to Stick by Their Guns in Conn.

(CONTINUED FROM PAGE 1)  
only after due notice to the rating organizations and a hearing.

Commissioner Spellacy said he will engage independent actuaries "to conduct an immediate examination" of the increased rates.

Speaking for Mr. Spellacy, who is ill in a Hartford hospital, Alfred N. Premo, deputy insurance commissioner, said the rates have been put into effect "in defiance" of a department ruling. Insurers, however, have released a statement to the effect they believe their action complies with, rather than defies the law.

If the actuaries find the increased rates are "unjustified" under Connecticut law, Mr. Premo said, a hearing will be called. A spokesman for the business said this statement "seems to acknowledge that the bureaus and their member companies are correct in their understanding of the law."

Mutual Insurance Rating Bureau had increased private passenger auto liability rates an average of 15% for Connecticut, also effective June 19, 20.7% for BI and 2.4% for PDL. Class 1A rates were increased in all territories, in Hartford \$9, New Haven \$8, Bridgeport \$11, New London \$3, and in the balance of the state \$2 to \$13.

Class 3 is increased \$10 in Hartford, \$11 in New Haven, and \$14 in Bridgeport, but decreased \$3 in New London. In other areas, increases range \$2 to \$18. Class 2C rates are increased in all territories—\$26 in Hartford, \$29 in New Haven, \$36 in Bridgeport, \$21 in New London, and from \$9 to \$57 in the balance of the state.

In Hartford and New Haven 2A is increased \$14, in Bridgeport \$19, in New London \$4; and in other state areas \$4 to \$24.

Farmers get a 30% discount.

## Columbus, O., Agents Elect Miller

Insurance Board of Columbus, O., has elected John M. Miller president; Orland Ross vice-president, and Joseph Ray Sr. treasurer.

Stuart G. Thompson-Elwell Co., northwest underwriting managers and general agents, as of Aug. 31 will terminate representation of Western National Underwriters of Home F.&M., and Western National division of Fireman's Fund Indemnity.

through a painful but not unique stage, Mr. Herd commented. The year 1957 looks no better, but there is nothing to deter confidence in the long pull. The company is not being panicked into seeking emergency rate increases, and, in fact, there are almost as many classes calling for reductions as for increases.

In refusing to look for arbitrary rate increases as a means of overcoming the current underwriting deficit, Mr. Herd said America Fore is not winning many friends in the industry. The America Fore theory, he explained, is to let the system work and obtain the rate increases as they are justified, so that when black ink is used on the books again there will not be a rush of commissioners onto the backs of the companies for immediate rate reductions before the improved experience has time to soak in.

When he introduced the speakers, Mr. Henne recalled that the ground was broken for the America Fore building in July of 1955. The western department people encountered frustrations in their two-year wait to get

## Shelton Joins Texas Agents as Assistant Secretary

Edward E. Shelton has been appointed assistant secretary of Texas Assn. of Insurance Agents. He will assist Claude L. Webster, executive secretary, in the new association offices at 1010 Brazos street, Austin, beginning July 1 when the headquarters move from Fort Worth is completed.

Mr. Shelton was in the navy and attended North Texas State college. He was with the Texas department for four years, and then was with Lawrence, Highfill & Terry agency at Fort Worth, and for 10 years has been special agent in north and west Texas for Wells & Co. of Fort Worth.

## America Fore Honors Fargo, N. D., Agency

Warner & Co. of Fargo, managing general agency in North Dakota for Fidelity & Casualty, has been honored by America Fore group upon completion of 40 years of representation of the companies. At a dinner in Fargo, Vice-president E. H. Luecke, America Fore, presented a scroll to Raymond D. Warner, agency president, and Vice-president H. P. Winter of America Fore presented 25-year service plaques on behalf of Fidelity-Phenix to Mr. Warner, H. G. Sayler, C. C. McDonald, K. A. Fitch, P. J. Peterson and H. J. Johnson of the agency.

## Blanch Opens Reinsurance Office

E. W. Blanch has opened his own reinsurance office at Minneapolis. He has been in the insurance business for 25 years on both the company and brokerage side. The new office will operate on a nationwide basis providing analysis, consultation and brokerage of reinsurance plans.

## Elect Gebhard in Fort Wayne, Ind.

Fort Wayne, Ind., Insurance Adjusters Assn. has elected Edward C. Gebhard president; C. Richard Shirk vice-president; Richard Greenawalt secretary, and Robert Mellon treasurer.

Johnson & Higgins, insurance brokerage firm of New York, has been awarded American Merchant Marine Institute's "Atlas," annually given in recognition of institutional advertising which best promotes a strong merchant marine.

E. C. Knoop Jr., president of Inter-State of Warren, O., is visiting the home offices of South Carolina and Volunteer State Life to confer with home office officials.

into the new quarters, but he observed that many of them were brought about by the intense desire to get the job done.

The America Fore building is fire-resistant and constructed with reinforced concrete. It is fully air-conditioned and features automatic elevator service, medical facilities for emergency treatment of employees including laboratories and x-rays, and an employee cafeteria on the top floor which includes a tile paved terrace.

The western department of America Fore has been located in Chicago since 1869. In 1922 the company completed its own buildings at 844 Rush street which it occupied until it was sold to the government in 1942. For the last 15 years the group has been in the Field building at 135 South La Salle.

One of the most pleasant attractions of the new America Fore building is the landscaping. Although space for planting is at a minimum, the companies have managed to squeeze in a tree and some bushes and flowers on the Jackson and Wacker street sides and have made their building a treat for passersby.



ap-  
exas  
as-  
sec-  
fices  
gin-  
rters  
d.  
and  
ege.  
ment  
with  
y at  
been  
exas

ging  
for  
ored  
ple-  
n of  
argo,  
erica  
mond  
and  
eri-  
vice  
enix  
C.  
rson

ice  
own  
He  
for  
and  
will  
vid-  
ker-

nd.  
ust-  
Geb-  
rice-  
ere-

rok-  
been  
rine  
n in  
sing  
ner-

In-  
the  
and  
with

ved  
out  
job

ire-  
ein-  
ndi-  
ator  
ner-  
lud-  
an  
loor  
ace.

rica  
ince  
eted  
reet  
d to  
last  
the  
alle.  
ions  
g is  
for  
om-  
n a  
s on  
ides  
reat

### U.S.F.&G. AGENTS

This is one of a series of advertise-  
ments appearing in *THE SATURDAY*  
*EVENING POST*, *TIME* and *NEWS-*  
*WEEK* . . . designed to increase your  
prestige with the insuring public.



Take  
time to  
think  
about it.

To safeguard  
your business  
or home . . .

Select and consult  
an independent  
insurance agent or broker  
as you would your  
doctor or lawyer



## U.S.F.&G.

Casualty-Fire-Marine  
Insurance • Fidelity-  
Surety Bonds

United States Fidelity & Guaranty Co., Baltimore 3, Md. • Fidelity Insurance Co. of  
Canada, Toronto • Fidelity & Guaranty Insurance Underwriters, Inc., Baltimore 3, Md.

# The *Aetna Drivotrainer* is catching on...because

## Drivotrainer Installations — in use or on order:

### CALIFORNIA

Anaheim  
Los Angeles  
Ventura

### COLORADO

Colorado Springs  
Fort Collins

### ILLINOIS

Oak Park

### INDIANA

Fort Wayne

### IOWA

Cedar Falls  
Cedar Rapids (2)  
\*Des Moines  
\*Davenport  
Mason City  
Waterloo

### MICHIGAN

\*Dearborn  
East Lansing  
Lansing

### MISSOURI

Ferguson  
Springfield (2)

### MONTANA

\*Helena

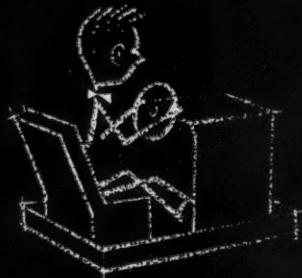
### NEW YORK

New York City (2)

### OKLAHOMA

\*Oklahoma City (2)

\*Installations wholly or partially donated  
by local associations of insurance agents.



## Students Like It —

In New York City Schools where Drivotrainers are installed over 90% of the students said that the Drivotrainer helped them to develop good judgment, good sportsmanship and gave them experience handling emergency situations. 97% of the students in Los Angeles Drivotrainer classes concurred.



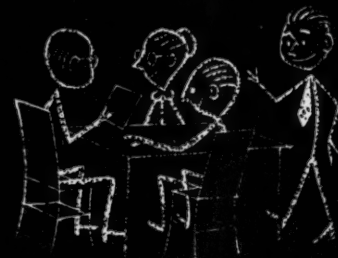
## Teachers Like It —

Teachers in New York City and four other cities using the Drivotrainer said that it was more effective than conventional training methods in "teaching wholesome driver safety habits, helping the student learn practical judgment in traffic situations, developing good attitudes, and developing good judgment in emergency situations."



## Parents Like It —

Parents like the fact that their youngsters are introduced to driving gradually and safely. They appreciate, too, the emphasis which the Drivotrainer course places on developing the good attitudes and sense of responsibility necessary to safe driving.



## Administrators and School Boards Like It —

Administrators and School Boards of schools where Drivotrainers have been installed have found that they were able to train up to 50% more pupils with the same teaching staff and at savings up to 30% in costs.



**Toward a Generation of  
Safer Drivers**

In addition to financial savings and greater teacher efficiency, the Aetna Drivotrainer offers other important advantages. Twenty-one specially produced motion pictures teach beginning students not only basic driving skills, but also how to meet emergencies impossible to stage with safety in on-the-road training.

Exhaustive research based on actual use has brought enthusiastic acceptance from schools and safety authorities; and most leading insurance companies now permit substitution of Drivotrainer instruction for a substantial part of the practice driving required before granting automobile insurance rate credits.

If your association or local board would like to contribute to your schools' driver training, write to our Public Education Department for full details about the Aetna Drivotrainer.



*The Aetna Drivotrainer employs special motion pictures and individual classroom cars, each equipped with the instruments and controls of real automobiles, to simulate actual driving conditions right in the classroom.*

## AETNA CASUALTY and SURETY COMPANY

Affiliated with Aetna Life Insurance Company • Standard Fire Insurance Company • Hartford, Connecticut  
**ALL FORMS OF CASUALTY, BONDING, FIRE AND MARINE PROTECTION**



